Board of Trade Journal

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Board of Trade Journal

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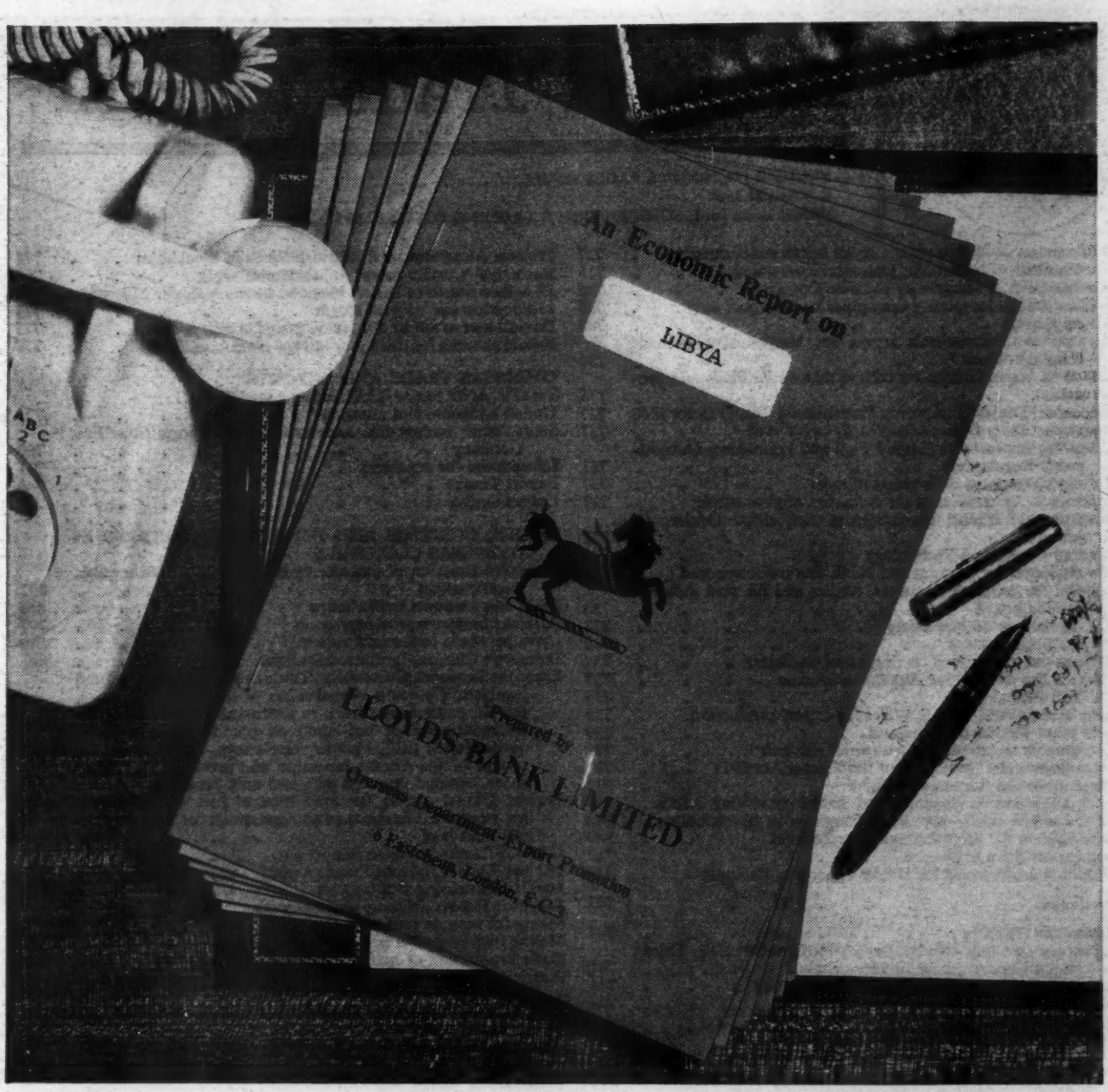
Front cover photograph

A panoramic view of the ground floor stands at the 1966 Electrical Engineers Exhibition. The Fourteenth International Electrical Engineers (ASEE) Exhibition opens at Earls Court, London, on March 27. It will be opened by Mr. Harold Wilson, the Prime Minister. A special supplement dealing with this year's exhibition is published in this issue.



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Quick action needed to meet Libya's boom requirements

By J. E. Reeve, Commercial Secretary, British Embassy, Libya

The national income from oil in Libya is now running at the rate of about £200 million per year, and substantial increases are expected from the new fields to be developed. Since the inception of Libya's first five-year plan in 1963, British industry has played a major role in the planning and execution of the initial development projects providing the infrastructure of a modern society. The second five-year plan due to be published later in 1968 is expected to provide new opportunities for British technical advice and equipment. This is the theme of this special article.

LIBYA'S PRESENT AND FUTURE oil wealth provides the soundest possible base for the continued execution of the Government's far-reaching development programme, which is transforming the economy and bringing a new dimension of life to the Libyan people.

Libya's national income from oil is today running at the rate of about £200 million per year. Substantial increases are expected from the new fields to be developed. Britain is a major customer of Libyan oil (£66 million in 1967) and the country's second largest supplier of imported goods (£23 million in 1967) with about 15 per cent of the market.

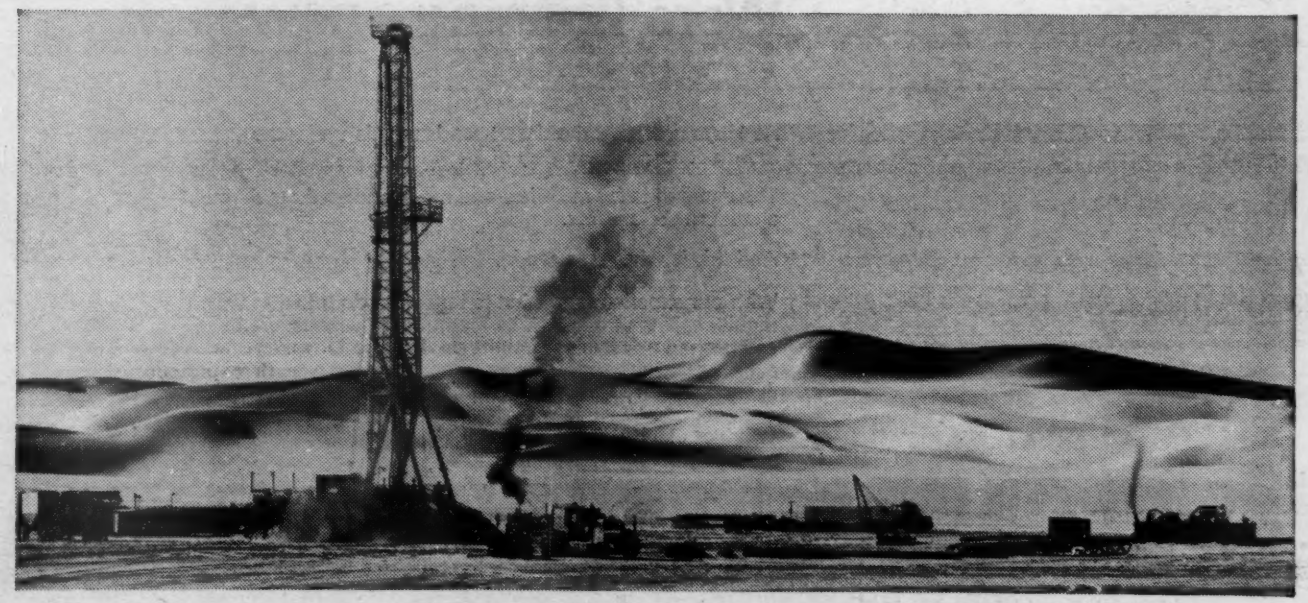
Britain has strong traditional ties of friendship with Libya, and today has much to contribute to Libya's dynamic progress. The welcome presence of British experts and engineers in Libya and the flow of visiting businessmen is evidence of the real benefit and mutual advantage which our two countries derive from an expanding economic and commercial partnership. Libya is a country which is developing fast, and British firms must act swiftly in meeting the many inquiries now being received from this land of surging prosperity.

Since the inception of Libya's first five-year plan in 1963 British consulting engineers have played a major role in the planning and execution of the initial development projects providing the infrastructure of a modern society. Port expansion, airport facilities and terminals, road works, extensive draining and sewerage schemes, sports cities and recreation facilities, the comprehensive University of Libya project, and power development are among some of the most important areas in which British consulting engineers are playing a leading role. The second five-year plan, due to be published later in 1968, is expected to provide new opportunities for British technical advice. The reputation of British consultants stands high, but personal visits and first-hand surveys are essential to clarify the requirements of the Libyan authorities concerned.

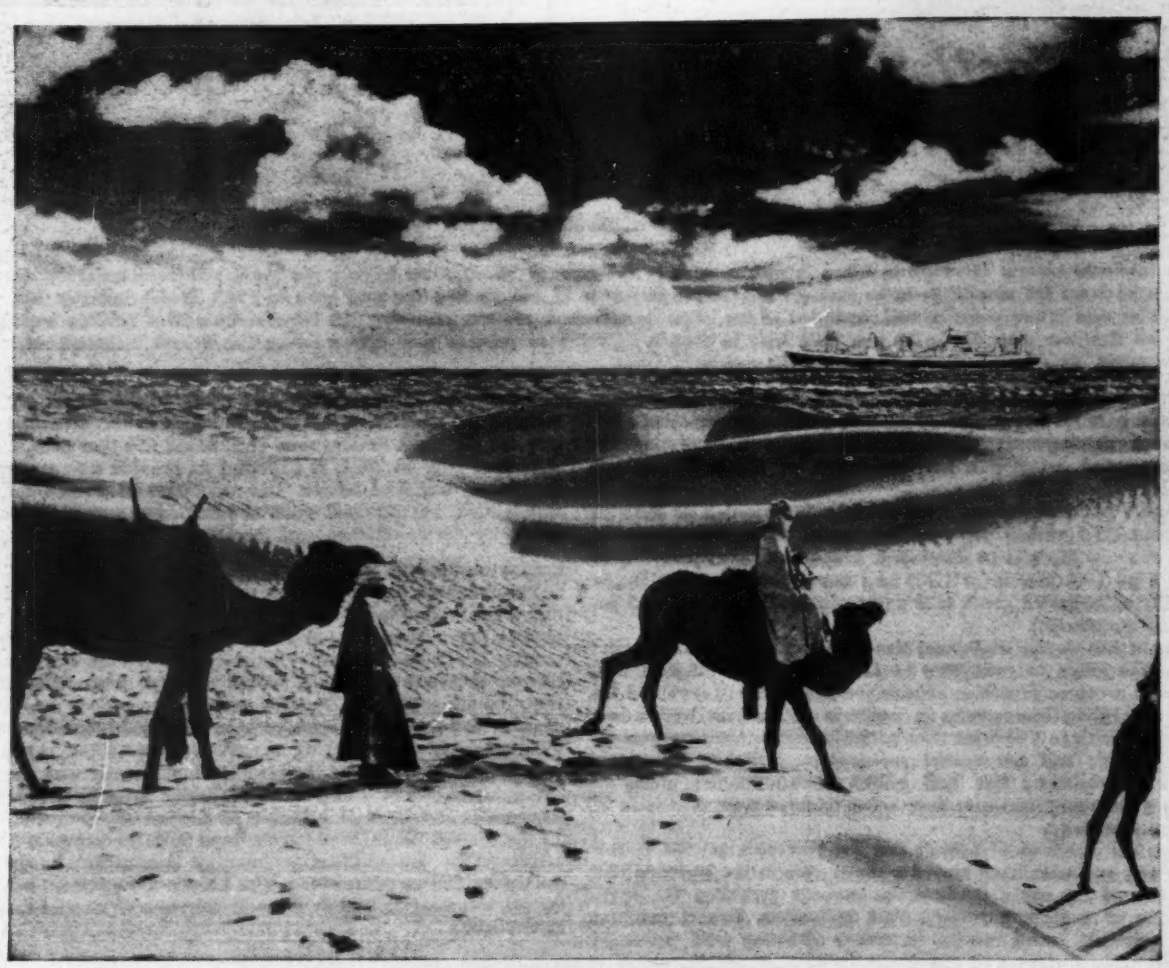
British equipment

The materials and equipment which Britain has supplied during recent years in the execution of the Libyan Government's many projects have been considerable and representative of almost all sectors of United Kingdom industry. Road-making equipment, cranes, electrical machinery, motor vehicles, port equipment and tugs, building supplies, pumps and pipes, school and hospital supplies and equipment have all been shipped in significant quantities. The table accompanying this article gives a clear picture of the vast scope that exists for British manufacturers. It also shows, disappointingly, the lack of success of British firms in obtaining civil engineering contracts in response to Libyan Government tenders. So far British firms have rarely been able to compete with the prices – often extraordinarily low by international standards – quoted by foreign competitors. The Libyan Government are, nevertheless, encouraging British firms to continue to interest themselves in this field.

(Continued on page 729)



A BP rig owned by contractors K. C. A. being moved into position in Concession 65 prior to drilling operators in the Calenscio Sand sea, Libya.



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An especially important project for the country is the Idris Housing Scheme which provides for the construction of a development complex of 100,000 houses at a cost of £400 million. So far tenders have been issued and contracts awarded for the building of 10,000 houses as the first phase of the project. Plans and methods for the further execution of this scheme are under discussion. It remains to be decided what role industrialized housing may have to play. For the moment, any firms interested in contributing to this scheme should address themselves to the Ministry of Housing and State Property in Tripoli. Technical literature is welcomed by that Department.

Expansion of industries

Now that substantial progress is being made in the development of public and social services, one of the main objectives of the Libyan Government is to broaden the base of the country's economy by an expansion of agriculture and the encouragement of light industries. British agricultural machinery is already well-established in Libya and future prospects are excellent. Activity in the industrial sector is still limited, but several British concerns are studying proposals for participation in Libyan light industry and the training of young Libyans to run local plants. Factories manufacturing supplies for the building industry and such products as glassware, footwear and leather goods would be welcome. Because of the acute labour shortage caused by the intense development in a large country with only about 1.6 million population, the emphasis is likely to be on highly mechanized factories requiring a minimum number of operatives. The most recent step taken last month by the Libyan Government to encourage local industrial development is the removal of import duty on a wide range of raw materials required in local manufacturing processes.

It is not only in the public sector that rewards await the British exporter. The country's oil wealth is rapidly beginning to reach all sectors of the population. More and more consumer goods are now flowing into shops to satisfy the increased demand stimulated by the rising tide of prosperity. Air conditioners, household appliances, TV receivers (Libya's national service is due to start later this year), transistor radio sets, watches, bicycles, toys and giftware and sports equipment are among the ever-widening range of goods selling briskly. And at the same time there is a noticeably greater interest in quality, especially in clothing, furniture and household furnishings – fields where there would seem to be scope for special efforts on the part of British exporters. Sports equipment will also be needed in large quantities for the Pan-Arab Games to be held in Libya in 1969.

A Caterpillar tractor weighing 25 tons, and one of a consignment of 30 – being hoisted aboard a ship for its journey to Benghazi, Libya. The tractors are being used to clear 15,000 acres of land for use as farmland.

One of three Hy-Mac 610 machines equipped with IPH400 Impact Breaker being used by Libyan Enterprises Co, Ltd, in Tobruk, Libya.

The strength of British industry's interest in Libya was clearly demonstrated at the time of the 1967 Tripoli International Fair. The official British exhibit, in which more than 80 firms were represented, covered an area of 62,500 sq. ft. – about 15 per cent of the total Fair area. It was by far the largest national exhibit and made a major impact on Government and business circles. This strong official British participation yielded most useful results and provided a setting for many firms to develop their interest in the Libyan market. This month the British exhibit, repeated on the invitation of the Libyan Government, is again on a large scale, and a full report will appear in the *Journal* in a few weeks' time. Some firms are already making plans for participation in 1969, and all British manufacturers are urged to give careful thought to the role which the Fair can play in their own sales drive in Libya.

British industry's keen interest in Libya is fully matched by the enthusiasm amongst Libyan businessmen in developing trade connections with Britain. In the last two years, for example, an average of 200 British business visitors a month have been calling at the Embassy in Tripoli, while visits from local callers have been only slightly less.

Rich market

With this background of rapid growth, prosperity and friendliness, there must be few British firms which would not profit from a close look at this rich market. For this purpose a personal visit to Tripoli and Benghazi – the co-capitals of Libya – is virtually essential, both to assess the extent of the intensive foreign

(*Continued on page* 733)

Some major projects in Libya

Project	Consultant	Contractor/tender information
AGRICULTURAL DEVELOPMENT		
Collina Verde (Tripoli) Agricultural Plan	C.E.T. (French)	Tender for reservoir closed November 12, 1967
Jebel Akhdar (Cyrenaica) (Land reclamation scheme for 6,000 hectares per annum)	Directly under National Agricultural Settlement Authority (NASA)	*Ad hoc* purchasing (£0·75 million equipment recently ordered from UK)
AIRPORTS		
Idris Airport Terminal, Tripoli	Sir Alexander Gibb & Partners	Tender documents under preparation
Benina Airport Terminal, Benghazi	Sir Alexander Gibb & Partners	Tender documents under preparation
Tobruk Airport	SOTECO (Italian)	
Sebha Airport	Sir William Halcrow	
Terminal Buildings		Hadi Hammoudeh (Libyan)
Runways		Technoexportstroy (Bulgarian) (Work almost complete)
CIVIL CONSTRUCTION		
Sports City, Tripoli	Munce & Kennedy	
Phase 1		Technoexportstroy (Bulgarian)
Phase 2		Closed January 22, 1968. Not yet awarded
Sports City, Benghazi	Munce & Kennedy	
Phase 1		Osman Ahmed Osman (UAR)
Phase 2		Closed January 22, 1968. Not yet awarded
(Both to be completed for Pan Arab Games in 1970)		
Arts & Crafts School, Zanzur (near Tripoli)		Bruno Papa & Sillano (Italian)
Arts & Crafts School, Tobruk		Ets. (Eiffel (French)
University of Libya (Tripoli and Benghazi)	James Cubitt & Partners	Tender closed September 23, 1967. Not yet awarded
Tripoli Blind Association Rehabilitation Centre		Still under discussion
Benghazi Municipality Building	Sir William Halcrow	Tender closed February 6, 1968
Esso Building, Tripoli	Arabian Bechtel	By invitation
	Douglas (US)	Project by Misherghi Bros.
	Architects	(Libyan)
New Town Barce		CEKOP (Polish)
HOSPITALS		
Tripoli (1,200 beds)	Uniconsult (Swedish)	Closed February 12, 1968
Behgnazi (1,200 beds)	Uniconsult (Swedish)	Closed February 22, 1968
Kufra Pilot Scheme (60-80 bed prefabricated turnkey project)		Interested parties were asked to register by December 1967
Homs		Oman el Hadi Ramadhan (Libyan)
Sebha		Taher Es Sagry (Libyan)
Zawia (150 beds)		Bosna (Yugoslav)
HOUSING		
Idris Housing Scheme, 1st stage: approx. 10,000 low-cost units 1,000 units each at:		
Tripoli		Haj Abdullah el-Hammali (Libyan)
Benghazi		Technoexportstroy (Bulgarian)
Beida		Costruzioni Stradali e Civili (Swiss)
Derna		Ets. Eiffel (French)
Garian		Groupement des Enterprises Marocaines (Moroccan)
Homs		Technoexportstroy (Bulgarian)
Misurata		Libyan Engineering & Construction Co. (Libyan)
Sebha		Technoexportstroy (Bulgarian)
Ubari		Technoexportstroy (Bulgarian)
Zavia		Technoexportstroy (Bulgarian)
OIL TERMINAL AND PIPELINE		
Zweitina and 240 km pipeline (for Occidental Oil Co.)	Arabian Bechtel	
Mobil – 31 in. spur line		Williams Brothers (American)
Amoseas – 31 in. spur line		
PLANTS		
Liquefaction Plant at Marsa Brega (for Esso)	Arabian Bechtel	SMAN Progetti (Italian) Taylor Woodrow (harbour work)
Ammonia plant at Zweitina (Libyan Government and Occidental Oil Co.)		
Cement factory, Benghazi	Holderbank Technical Centre (Swiss)	
PORT RE-DEVELOPMENT (in progress)		
Tripoli	Scandia Consult (Swedish)	Impresa Marittime e Portuale, Genoa (Italian), contractors for Stage I. Stage II, which will include the major construction work, has not yet been issued
Benghazi	Sir William Halcrow	
Susa		General Enterprises Co. (Abdullah Jauder) (Libyan)
Ras el Hilal		General Enterprises Co. (Abdullah Jauder) (Libyan)
Homs		Mohd. Suleiman (Libyan) Misherghi Organization (Libyan)
Zuara		Libcrete (Belgian/Libyan)

Project	Consultant	Contractor/tender information
POWER STATIONS, POWER LINES AND ELECTRIFICATION		
Tripoli Power Station	Kennedy & Donkin	G.I.E. (Italian)
	Sir William Halcrow	Tosi (Italian)
Homs Power Station	Sir William Halcrow	S.A.C.M. (French)
Benghazi Power Station	Gibbs & Hill (US)	Sulzer (Swiss)
30 kW. power line Al-Farnage-Misurata		Pre-registration closed November 3, 1967
Beida town network	Doxiades (Greek)	Tender closed August 28, 1967
Tubruk network		A tender is expected for this work
Barce electrification	Kennedy & Donkin	£1·2 million tender awarded to UK firm
RADIO, TELEVISION AND TELECOMMUNICATIONS		
Medium wave broadcasting station, Tripoli		Braun Boveri (Swiss)
Television stations at Tripoli, Benghazi and Beida		Tender closed February 12, 1968
East-west communications link		Tender expected shortly
Submarine cable to Italy		S.T.C.
ROAD CONSTRUCTION		
Coastal Road (Tunis-UAR)	S.I.P.A.C. (Italian)	Various
Wadi Kuf Bridge	S.I.P.A.C. (Italian)	Costruzioni Stradali e Civili (Swiss)
Gurgi Road Reconstruction (near Tripoli)		Bulsheb (Libyan/Bulgarian)
Gurgi Road Drainage	Howard Humphreys & Sons	Colsheb (Libyan/Italian)
Benghazi Sports City Ring Road	Munce & Kennedy	Tender closed December 4, 1967
Benghazi Corniche	Sir William Halcrow	Tender closed February 5, 1968
SEWAGE		
Benghazi, Stage 1	Howard Humphreys & Sons	Osman Ahmed Osman (UAR)
Stage 2		Tender closed August 28, 1967
Misurata	Howard Humphreys & Sons	Ets. Eiffel (French)
Sebha	Howard Humphreys & Sons	Shebco/CCSA (Impresit Group) (Libyan/Italian)
Derna	Howard Humphreys & Sons	Contracting & Trading (Libyan)
Tobruk	Howard Humphreys & Sons	Marples & Ridgway
Gorgimpopoli (Tripoli) suburb	Howard Humphreys & Sons	Tender closed January 15, 1968
Gurgi	Howard Humphreys & Sons	Tender closed January 15, 1968
Ben Ashiur (Tripoli)	Howard Humphreys & Sons	Tender closed January 15, 1968
WATER SUPPLY, PURIFICATION, DAMS, etc.		
Tripoli Water Purification	Howard Humphreys & Sons	Yugoinvest DTD (Yugoslav)
Tripoli Water Supply	Howard Humphreys & Sons	Mohd. Ben Sassi (Libyan)
Fezzan water supply for small villages	Howard Humphreys & Sons	CEKO (Polish) Hadi Hammonda (Libyan)
Construction dams at:		
Wadi el Atia	Hydrotecnik (Yugoslav)	Closed November 13, 1967
Wadi Megenin, Wadi Qatara		Pre-registration required by December 15, 1967

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

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competition and to examine local business methods and preferences. A three-hour flight on the twice-weekly BOAC VC 10 or only slightly longer travelling time by the other frequent air services brings Tripoli within easy reach of London, while Benghazi is only 75 minutes further away on a twice-daily service.

First, however, discuss your interests with Export Service Branch of the Board of Trade or your nearest Regional Office. There is already a wealth of detailed information on the Libyan market available in London, including some specialist reports from BNEC sponsored trade missions which have visited Libya during the last two years. Prior consultation with the Board of Trade will also ensure that the Commercial Department of this Embassy is alerted about the arrival of a business visitor so that appropriate advance inquiries or arrangements can be made to prepare his path.

The pace of Libya's development in the last few years has been astonishing. This exceptional rate of growth and prosperity shows every sign of continuing. It is thus a market of prime opportunities and rich rewards. To seize these benefits in the face of strong competition British exporters must act now. This applies as well to firms wishing to expand an established position in the market as it does to newcomers. In six months' time the task will have become harder. ACT NOW!

The telex and telephone numbers of Export Intelligence are: 01-248 9633. Telex 886143.

Export opportunities in Libya

BELOW IS A is a list of current export opportunities in Libya reprinted from the 'Export Service Bulletin'.

Reference No.	Commodity		Bulletin No.
ESB. 9199/68	Prefabricated barracks	Export opportunity	44/68
ESB. 7191/68	Men's clothing	Agency	35/68
ESB.34502/67	Foodstuffs	Agency	34/68
ESB. 3078/68	Canned vegetables	Agency	17/68
ESB. 2806/68	Motor filters	Export opportunity	17/68
ESB.46831/67	Beds; clothing; containers; mattresses; paper towels and napkins; water bags.	Agency opportunity	13/68
ESB. 673/68	Dairy farming and animal husbandry equipment	Export opportunity	9/68

Ready for despatch from the Skelmersdale New Town factory of the Dewrance-Triangle Group, is the first of a batch of huge steel wedge gate valves. Each one will be conveyed by a Pickford's low level transporter to the despatch point at Felixstowe. These valves are 32 feet high, weigh 27 tons and have a bore of 76 in. Together with a complement of valves of 54 in., 48 in. and 42 in bores, they were ordered by Bechtel International for Esso (Libya) Gas Pipeline. The Dewrance-Triangle Group supply valves of many types to major installations in over 40 countries, and won this export order against stiff international competition.

(See next page for reports on trade missions to Libya)

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

This fully detailed information is not published on a monthly basis, but when circumstances allow. HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, Ext. 316, or Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Trade missions to Libya

TRADE MISSIONS to Libya assisted by the British National Export Council since 1965 have been concerned to sell British products needed for the development of Libya's developing economy, or to explore opportunities for eventual sales. Libya's decision to earmark 70 per cent of oil revenue for capital development in the country offers openings for office and domestic building construction, including houses, schools, hospitals, public buildings and hotels which Britain can supply. Exploitation of Libyan oil resources also calls for pumping equipment.

The first-ever British hard-selling mission to Libya (as well as other Near Eastern markets including Saudi Arabia, Kuwait and Iraq) went out in May, 1965. It consisted of 16 representatives of a wide range of products from Midland industries and was sponsored by the Birmingham Chamber of Commerce and Industry. Firms taking part obtained substantial orders for building and construction equipment, prefabricated buildings, electrical and lighting equipment, hardware and tools and medical supplies, totalling £600,000 for the four countries they visited, in which Libya was included. Further substantial business is now under negotiation.

Birmingham Chamber is sending a second mission on similar lines in May this year.

In addition, two further missions to Libya, one selling, the other to explore openings, have been staged with BNEC assistance. Representatives of architectural, planning consultant and civil engineering interests as well as manufacturers of building materials took part in a part-selling, part-exploratory visit to Libya in September-October, 1966 sponsored by the Building Materials Export Group. Successful openings for contracts resulted. The second mission was organized by the British Pump Manufacturers' Association in November 1967. The Arab world is Britain's best market for pumps – nearly £10 million a year are purchased for the use in oil, water supply, irrigation (including deep well water pumps) sewage schemes. The British Pump Manufacturers' Association found opportunities for sales particularly for makers of small pumps, but some prospective government contracts have held fire for credit reasons.

The market for capital goods in Libya

MR. L. W. STEVENSON, who led the recent British Pump Manufacturers' Association mission to the Middle East, including Libya, last November, reports:

'With the discovery of oil in Libya tremendous developments throughout Tripolitania and Cyrenaica have taken place in recent years. The large revenue from the oil industry, which is the basis of the new prosperity which lies ahead, will increase.

'Already extensive schemes in the cities have been carried out in the municipal services, particularly in regard to water supply and sewage disposal. Tremendous building activity is taking place everywhere, both in the municipal and private sectors.

'The United Kingdom is the second largest importer of oil from Libya, and this market offers great possibilities to British manufacturers, not only in the capital equipment field but in other sectors, including materials for the building industry and consumer goods generally.

'Extensions in the oil fields, the possible building of a refinery with the introduction of chemical industries, further extensions to sewage and waterworks facilities, building of new harbour facilities, the extension of existing power stations and the construction of new ones, and the rapid expansion of the agricultural industry will need new plant and machinery of every type.

'The development of local industry is being encouraged, and the new-found prosperity offers a tremendous potential to British consumer goods generally. Good quality products are appreciated. First-class service is necessary, and British firms who can provide these at competitive prices should look to this market. The appointment of a Libyan agent is essential in the market.'

The market for building materials

MISS J. TOMLINSON, secretary of the Building Materials Export Group, reports:

'The Building Materials Export Group organized a sales mission to Libya in September/October 1966 consisting of 17 representatives of building material producers, construction and architectural firms: men whose interests, although covering such a wide spectrum, had in common a broad background of selling experience and sound technical knowledge. A report published by the Mission after return showed the vast range of proposed construction development and gave some indication of the value of the market to both contractor and materials producer alike.

'Peculiarities of the Libyan market were discussed and ways suggested which would encourage the promotion of British materials. Recommendations were made to the British Government and to exporters on action which might be taken, and, indeed, some of these recommendations have been acted upon.

'Since the visit of the BMEG Selling Group, many of the firms who took part have made return visits to Libya to consolidate the contacts made during the Mission's visit. This was, of course, interrupted to some extent by the war in June 1967, but there is reason to believe that the tremendous opportunities which were apparent to the Mission members are still there. To this end BMEG has considered the possibility of a joint agency arrangement whereby a suitable Libyan company might undertake the warehousing, stocking and sales promotion of a selected number of British products. Though investigations so far have not produced any conclusive arrangements, suitable propositions would be seriously examined.

'A quantity of brochures and sales literature was supplied by British firms to provide the nucleus of a library of technical information which it was the intention to set up in the town reading rooms in Benghazi and to enlarge the scope of technical information on techniques, standards, etc., which would be constantly available to contractors and others in Libya. Again, the war caused this to be abandoned, and it may be some time before this plan can be effectively put into operation.

'BMEG also had plans for the organization and sponsorship of a complete pavilion devoted entirely to building materials and components at the 1968 Tripoli Fair. Because of the uncertainty which persisted in the Middle East during last summer, the plan had to be postponed until 1969 and BMEG will be considering the project in the next few months.

'Although plans have, of necessity, had to be halted over the last six months or so, it is abundantly clear that opportunities exist in Libya, as in other areas of the Middle East, for British exporters, if the market is tackled with determination and enthusiasm.'

British consultants aid Libyan development

MR. A. A. DENTON-MILLER, of the British Consultants' Bureau, writes:

'In recent years Libya has made spectacular strides along the road to progress. Much of the essential infrastructural development necessary to the advancement of the country's standard of living has been designed and engineered by British consulting firms, among them such well-known names as Sir William Halcrow & Partners, Howard Humphreys & Sons, G. H. Buckle & Partners, Munce & Kennedy and Hunting Technical Services Ltd.

'Among the major projects may be mentioned the Benina and Sebha airports; drainage and sewerage for Tripoli, Benghazi and Tobruk; telephone services and electricity distribution networks for Barce; harbour development at Tobruk and Benghazi; sports cities at Benghazi and Tripoli; a number of power stations and transmission line networks; and water supply for the towns of Tobruk and Beida.

'It is a measure of British consultants' capabilities that the capital value of these projects is in excess of £70 million. Particularly important is the British consultants' reputation for independence and impartiality, qualities which ensure that the client's interest is always paramount.'

Government contracts: Mr. Diamond's statement

IN A STATEMENT in the House of Commons on February 26, Mr. John Diamond, Chief Secretary to the Treasury, said that the Government had reached agreement with industry on new arrangements for placing and pricing the non-competitive Government contracts covered by the existing profit formula. These arrangements would take effect immediately.

'The then Minister of Aviation,' said Mr. Diamond, 'informed the House on March 2, 1966, that the Government were discussing with industry the need to secure a contractual right to equality of information and post-costing. He also announced that the Government were inviting comments from industry, which had pressed for a review, on the profit formula used in these contracts.'

'Discussions on these two issues had been detailed and prolonged. They have proceeded in parallel, but the Government had made it clear that there could be no question of paying a price for the quality of information which the Second Lang Report had recommended for the fixing of fair and reasonable prices. To achieve genuine equality the Government had also insisted on the right to post-cost individual contracts. Industry had acquiesced in the use of new contractual conditions which met the Government's essential requirements.

The Government and industry had agreed that the aim of the formula should be to give contractors a fair return on capital employed; that is to say equal on average to the overall return earned by British industry in recent years.

'The yardstick will be the average of industry's earnings over the last seven years for which figures are available – 1960-66,' said Mr. Diamond. 'This gives a figure of 14 per cent on capital employed.

'The Government recognizes the importance of fair profits for its contractors, and means to ensure that outstanding efficiency should be rewarded. This can be done by agreeing a fixed price (which limits the Government's financial liabilities) at an early stage. This gives the contractors a strong incentive to increase his profits by improving his efficiency. Alternatively, target prices can be agreed with suitable profit-sharing provisions in appropriate cases.'

Mr. Diamond said that the main uses of post-costing would be not to renegotiate prices but to price follow-on orders, to check the accuracy of cost estimates and to provide necessary cost information. This should improve the quality of estimates and reduce the weight on Government departments.

Agreement had been reached on a proposal to set up an impartial Review Board, and to secure acceptance of its rulings by a new contractual condition. Both sides could refer contracts where profits of 27½ per cent or more on capital employed and losses of 15 per cent or more had been made, to establish whether any reimbursement, or compensation, was justified. In exceptional cases the Board might review contracts referred to it by either side within these percentages where there was evidence that prices had not been fair and reasonable. In addition to reviewing individual contracts and giving rulings which both sides would agree in advance to accept, the Review Board would also be given the task of collating the evidence for a review of average earnings on contracts. For this purpose the Review Board would act in an advisory capacity. A review after three years, which could relate actual earnings on this work to the latest trends in overall average earnings of British industry, would be in the interests of both sides.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provision of that Act:

Imperial Metal Industries Ltd. and Yorkshire Copper Works (Holdings) Ltd.

Two recent visitors to SPP – Sigmund Pulsometer Pumps Ltd. have been Mr. Bjorn Immonen and Mr. Stig Weckstrom of Finland. They are the managing and marketing directors respectively of Oy E. Sarlin AB, a leading Finnish engineering company. After two days of meetings in Reading, SPP have appointed them agents for their range of pumps. They are seen in the photograph with SPP's export manager, Mr. Carl Mumme, centre. Mr. Immonen is on the right.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 22, 1968.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.01	Nonane . . .	n-Nonane . . .	December 31, 1968	13130
29.03	Sodium 2-bromoethane-sulphonate.	2-Bromo ethane sulphonic acid sodium salt.	December 31, 1968	13131
29.14	Vinyl chloroacetate .	As in previous column .	December 31, 1968	13136
29.27	Methyl cyanoacetate .	As in previous column .	December 31, 1968	13138

Wilson Report

THE REPORT of the Committee of Inquiry into Certain Contracts made with Bristol Siddeley Engines Ltd. (the Wilson Report), House of Commons paper 129, may be obtained from HMSO, price 8s. 6d., by post 9s.

Monopolies Commission's report on supply of man-made cellulosic fibres

THE REPORT of the Monopolies Commission on the supply of man-made cellulosic fibres was published on March 5.

The Monopolies Commission were asked by the Board of Trade in July 1965, to investigate whether monopoly conditions, as defined in the monopolies legislation, existed in this industry and, if so, to consider whether the monopoly, or any practices followed in connection with it, were against the public interest. Broadly, 'monopoly conditions' prevail where at least one-third of the supply of a commodity is in the hands either of a single firm or a number of firms which so conduct their affairs as to restrict competition.

The conditions defined in the monopolies legislation

The Commission found that monopoly conditions did prevail because Courtaulds Ltd. supplied more than one-third of all the unprocessed man-made cellulosic fibres supplied in the United Kingdom.

The Commission further found that the following were things done by Courtaulds as a result of or for the purpose of preserving the monopoly conditions:

(i) the practice of supplying cellulosic fibres to certain customers on terms or under conditions which were not obtainable by those customers' competitors;

(ii) the regulation of imports of cellulosic fibres into the United Kingdom through arrangements with EFTA producers; and

(iii) the policy of extensive participation in the textile industry.

The public interest

The Commission concluded that the monopoly conditions operate and may be expected to operate against the public interest. They further concluded that Courtaulds' practice of offering preferential terms and conditions to certain customers and their regulation of imports through arrangements with EFTA producers operate and may be expected to operate against the public interest. The Commission also concluded that Courtaulds' policy of extensive participation in the textile industry may be expected to operate against the public interest.

Remedies

The Commission recommended the following remedies:

(a) The import duties on cellulosic fibres should now be reduced to 10 per cent for staple fibre and tow and 15 per cent for continuous filament yarn; and that they should in future be maintained at whatever levels may from time to time be provided by the common external tariff of the European Economic Community.

(b) Courtaulds should sell cellulosic fibres, whether to its subsidiaries or to other customers, only at its published list prices and terms and should give no preference to any customer either in price or otherwise in the supply of such fibres.

(c) Courtaulds should bring to an end those aspects of its arrangements with EFTA producers which restrict competition in the supply of cellulosic fibres in the United Kingdom, notably the agency arrangements and the arrangements for the integration of production.

(d) Following the reduction in import duties recommended in (a) above Courtaulds should not make any arrangements with producers in other countries which would have the effect of restricting or regulating the supply of cellulosic fibres to the United Kingdom.

(e) Courtaulds should not be allowed, without the permission of the Board of Trade, to make further acquisitions in any sector of the textile and clothing industries (including wholesale and retail distribution as well as manufacture) if its share of capacity (or of sales, as appropriate) in that sector exceeds a figure laid down by the Board of Trade or would do so following those acquisitions.

(f) The Board of Trade should review the effect of the import duty reduction recommended in (a) above after it has been in operation for 12 months in order to discover whether its purpose has been achieved.

Copies of *A Report on the Supply of Man-made Cellulosic Fibres* by the Monopolies Commission are obtainable from HMSO, 49 High Holborn, London, W.C.1 (price 13s.) or by post from HMSO, PO Box 569, London, S.E.1 (price 13s. 7d.).

Review of import duties on certain man-made fibres and products

MR. ANTHONY CROSLAND, President of the Board of Trade, informed the House of Commons on March 5 that he was instituting an immediate review of the import duties on cellulosic fibres, following the recommendation in the Monopolies Commission's Report on the Supply of Man-made Cellulosic Fibres* for a reduction of these duties.

Section 1 (2) of the Import Duties Act, 1958 requires the Treasury and Board of Trade, in considering what import duty (if any) ought to be charged on goods of any description, to have regard to the desirability of promoting the external trade of the United Kingdom, to the desirability of maintaining and promoting efficiency of production in the United Kingdom and to the interests of consumers in the United Kingdom; and to take account of any agreements between HM Government in the United Kingdom and any other government or any international organization or authority.

The Board of Trade now give notice that they have under consideration the reduction, to the levels stated in the following paragraph, of the full rates of import duty on all man-made fibres produced by a process mentioned in Note 1 (b) to Chapter 51 of the Customs and Excise Tariff** and certain products of such materials, ex tariff headings 51.01, 51.02 and 51.03 (continuous filament yarns, monofil strip and imitation cat-gut), 56.01 (B) (staple fibre), and 56.02 (continuous filament tow). The review will therefore cover, in addition to cellulosic fibres, certain other type such as alginates and protein fibres.

The Commission recommended that the duties should be reduced to the level of those in the Common External Tariff of the European Economic Community, and should be kept in alignment with them. The duties in the Common External Tariff are now at the rate of 10 per cent for cellulosic fibres falling in headings 56.01 and 56.02; 15 per cent for heading 51.01; 9 per cent or 10 per cent for heading 51.02; and 18 per cent for heading 51.03. The European Economic Community agreed in the Kennedy Round of tariff negotiations completed in 1967 that these rates would be reduced by January 1, 1972 to the following: 56.01 – 8 per cent; 51.01 – 11 per cent; 51.02 – 4½ per cent or 5 per cent; 51.03 – 9 per cent. The reductions are due to be made in stages; two-fifths of the total reduction by July 1, 1968, and the remainder in three equal instalments by January 1, 1970, January 1, 1971 and January 1, 1972.

The United Kingdom agreed in the Kennedy Round to establish the Commonwealth rate of duty on all these products at 85 per cent of the full rate. It is proposed to establish this rate from July 1, 1968 and to continue to apply it whatever full rate may be established as a result of the review.

Paragraphs 202-213, 216-218, 240 and 241 (6) (a) of the Commission's Report relate particularly to the proposals for a reduction in the import duties.

Firms and organizations with a *bona fide* interest in this review should address any representations in the matter to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than April 2, 1968.

The Board of Trade also gave notice that they have under consideration two applications which they have received for the reduction of particular duties. The first is for the removal of the import duties (full rate and Commonwealth) on fibres of regenerated protein ex tariff sub-heading 56.01 (B). The second application is for a reduction, to 10 per cent *ad valorem*, of the full rate of import duty on all types of continuous filament tow for the manufacture of man-made fibres (discontinuous) (tariff heading 56.02). If this application were accepted the Commonwealth rate would be kept at 85 per cent of the full rate.

A statement of the applicant's case on either or both of these two products will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed

to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than March 26, 1968. Any representations should be addressed to the Board of Trade not later than April 2, 1968.

* Copies of 'A Report on the Supply of Man-made Cellulosic Fibres' by the Monopolies Commission are obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches (price 13s.) or by post from HMSO, PO Box 569, London, S.E.1 (price 13s. 7d.).

** i.e. produced by chemical transformation of natural organic polymers (such as cellulose, casein, protein and algae) for example, viscose rayon, cuprammonium rayon (cupra), cellulose acetate and alginates.

The Import Duties (Temporary Exemptions) (No.1) Order 1968

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 1) Order, 1968.

The Order provides that the goods listed in Schedule 1, mainly chemicals, shall be temporarily exempt from import duty, and those listed in Schedule 2, mainly chemicals, shall continue to be temporarily exempt from import duty until January 1, 1969, except for items for which an earlier day is specified in the Order.

The Order came into operation on March 7, 1968, and has been published as Statutory Instruments 1968 No. 252.

Copies of the Order are obtainable direct from HMSO.

The Import Duty Drawbacks (No.2) Order 1968

THE TREASURY has made the Import Duty Drawbacks (No. 2) Order, 1968.

This Order:

(i) revokes the existing fixed rate of drawback of import duty for the following exported goods manufactured from the imported materials shown and provides for the drawback to be related to the duty paid on the quantity of the imported materials actually used in their manufacture:—

Exported goods	Imported materials
Cigarette papers in the form of booklets	Cigarette paper
Cloth oil or wool oil	Animal tallow or bone grease
Cuprammonium products	Cuprammonium yarn
Doors, flush	Fibre hardboard or plywood
Dyeline natural tracing paper, sentilized	Natural tracing paper
Stearine and oleine fatty acids	Animal tallow or bone grease

(ii) revises the rates of drawback of import duty in respect of certain specified linseed oil and linseed oil goods manufactured from imported linseed or linseed oil; and

(iii) revokes the provision for the allowance of drawback of import duty in respect of liquid glucose manufactured from imported maize or milo starch.

The Order came into operation on March 7, 1968, and has been published as Statutory Instruments, 1968, No. 251.

Copies are obtainable direct from HMSO.

Measuring Instruments (Liquid Fuel and Lubricants) (Amendment) Regulations

THE BOARD OF TRADE have made the Measuring Instruments (Liquid Fuel and Lubricants) (Amendment) Regulations 1968. These amend the 1963 Regulations which relate to the testing of instruments (e.g. on petrol pumps) by weights and measures inspectors and specify permissible errors.

The new Regulations relate only to instruments which include a price-computing mechanism. They provide that where a stamp has been obliterated solely as a result of an alteration of the mechanism due to a price change, the inspector can restamp the instruments, without requiring it to be recalibrated, if the errors do not exceed those applicable on the inspection of an instrument on which the stamp has not been obliterated.

Minister's statement on imports of meat

MR. FREDERICK PEART, Minister of Agriculture, Fisheries and Food, made the following statement in the House of Commons on March 4:

'The Government have decided that the ban on imports of mutton and lamb (including their offals) from countries where foot-and-mouth disease is endemic must be continued.

'The Government have also reviewed the position on the importation of other kinds of meat which the report of investigation does not bring into question. I am most anxious that, in consultation with supplying countries, we should do everything possible to improve the safeguards that can be applied. I shall, therefore, be arranging for technical discussions with those countries. I am glad to say that the Argentine Government have invited us to send out a veterinary mission to discuss with their experts the possibility of improving the present sanitary arrangements and other possible safeguards.

'Against this background the Government have decided that imports of meat, other than mutton and lamb, can be resumed from April 15.

'I am expecting that the committee, under the Duke of Northumberland, that I have appointed to review our policy and arrangements for dealing with foot-and-mouth disease, will be holding their first meeting next week. They will be examining the animal health aspects of the problem. When they have reported, the Government will of course look again at our whole policy, including the import arrangements which I have announced today, in the light of that report.'

Notes:

The Report by the Ministry's Chief Veterinary Officer – *Origin of the 1967-68 Foot-and-Mouth Disease Epidemic* (Cmnd. 3560) was published on March 4 by HMSO, price 1s. net.

The countries newly affected in which foot-and-mouth disease is endemic from which imports of mutton and lamb (including offals) will not be permitted are: Argentina, Uruguay, Brazil and Chile. Where imports were already banned before December 4, 1967 (e.g. from Italy and Germany) they will of course continue to be excluded. Last year imports of mutton and lamb (and offals) from Argentina were about 20,000 tons and from Chile about 700 tons; from the other countries concerned supplies were negligible. These imports accounted for about 3 per cent of our total supplies of mutton and lamb.

Application for revision of the definition of glass tubing

THE BOARD OF TRADE announce that the application which they have had under consideration for revision of the definition of glass tubing classifiable to Tariff Heading 70.03 – 'Glass in balls, rods and tubes, unworked (not being optical glass)' – has been withdrawn.

Prevention of Fraud (Investments) Act 1958: Dealers in securities

THE FOLLOWING CHANGES have taken place during February in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Addition

Fordham Investment Group of Companies Limited, 310 Edgware Road, London, W.2.

Change of address

London and County (A. & D.) Limited, 9 Basinghall Street, London, E.C.2.

Exempted Dealers

Additions

N. M. Rothschild & Sons

Michael Comninos, Samuel John Davies, Gustav Peter Fleck, Baron Guy de Rothschild, Roland Williams and N. M. Rothschild & Company Limited.

Yorkshire Industrial Trust Limited, 4 Russell Street, Leeds, 1.

Advisory Council on Technology

MR. ANTHONY WEDGWOOD BENN, the Minister of Technology, has appointed four new members to the Advisory Council on Technology.

They are: Dr. J. M. Hill, chairman of the United Kingdom Atomic Energy Authority; Sir Frank Schon, a part-time member of the Industrial Reorganisation Corporation and of the National Research Development Corporation and a non-executive director of the Associated Portland Cement Manufacturers Limited; Sir William Swallow, chairman of the Shipbuilding Industry Board; and Lord Wright of Ashton-under-Lyne, general secretary of the Amalgamated Weavers' Association, and present chairman of the Trades Union Congress.

New chairman for printing and publishing training board

MR. RAY GUNTER, Minister of Labour, is to appoint Mr. Norman Fisher, as chairman of the Industrial Training Board for the Printing and Publishing Industry which the Minister plans to set up shortly.

Notes:

The Printing and Publishing Industry Training Board, covering about 400,000 employees, is expected to be set up by the end of May. A parallel Paper and Paper Products Industry Training Board is to be set up at about the same time. The appointment of the Chairman of this Board will be announced shortly.

There are 21 Boards already in operation. In addition to those for the printing and publishing and the paper and paper products industries, the Minister has already announced his intention of establishing this year Boards for the distributive trades, the food, drink and tobacco industry and the footwear, leather and fur skin industry.

Proposals for scope of footwear, leather and fur skin industry training board

MR. RAY GUNTER, Minister of Labour, circulated to interested organizations on February 28 a draft document outlining the activities which he proposes should be covered by the industrial training board to be set up for the footwear, leather and fur skin industry under the Industrial Training Act, 1964.

Any organization which considers it has an interest in this draft definition and has not yet received a copy should apply to the Ministry of Labour (TC1), 168 Regent Street, London. W.1 (Tel. 01-437 9088. Ext. 102). Observations on the draft should reach the Ministry by March 27.

Safety regulations for hoists and lifts

MR. RAY GUNTER, Minister of Labour, has given notice that he proposes to make special regulations covering the construction, maintenance and examination of hoists and lifts in offices, shops and railway premises.

Copies of the proposed special regulations (The Offices, Shops and Railway Premises (Hoists and Lifts) Regulations 1968, Draft Statutory Instrument published by HMSO price 1s. net) may be obtained from HMSO or through any bookseller.

These draft regulations take the place of the draft regulations published on October 6, 1967, which the Minister has withdrawn. Amendments have been made to regulations 3(1) and (2) and 6(1) of the earlier draft.

New regulations on tyre safety

COPIES OF THE new regulations which strengthen the rules about the conditions of tyres of motor vehicles by defining the defects which make the use of tyres illegal – the Motor Vehicles (Construction and Use) (Amendment) (No. 4) Regulations, 1967 - and which come into force on April 1 may be obtained from HMSO, or through any bookseller (SI 1753/1967).

Two-tier postal service

THE TWO-TIER letter service which will start in the autumn was described by Mr. Edward Short, the Postmaster General, as 'probably the greatest change in the British postal service since the penny post was introduced.'

Speaking at a luncheon in London of the British Direct Mail Advertising Association, on February 29, Mr. Short said that this new inland letter service had two purposes in one.

'It will give the customer a choice between a fast and a slower, cheaper service for all his inland correspondence. And by enabling the Post Office to distinguish the correspondence which, by customer choice, is not urgent, it will help us to safeguard the quality of the service for urgent letters.

'As things stand, the pressures of steadily increasing traffic are making it more and more difficult for us to maintain the high standard of service for the fully-paid letter of which we are justly proud.'

Despite these difficulties, Mr. Short said that last year 93 per cent of fully paid letters were delivered on the day of posting or the next working day, compared with 92 per cent in 1966. This meant that each day some 200,000 fully paid letters were now being delivered earlier than a year ago. 'We get only about three complaints per 1 million letters safely and promptly delivered,' added Mr. Short.

The Post Office in 1968-69

DESPITE THE substantial contribution to the finances of the Post Office as a result of strenuous efforts to absorb costs and increase efficiency and further productivity improvements which are planned, the financial return on telecommunications will drop to 7.1 per cent on net assets in 1967-68 and, at present tariffs, to 6.7 per cent in 1968-69. In 1968-69 also posts will incur a substantial loss at current tariffs. These forecasts are made in a White Paper (Post Office Prospects, 1968-69), published on February 22.

Purchase tax exemption on drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act, 1963, entitled the Purchase Tax (No. 1) Directions, 1968, which temporarily exempts further essential drugs and medicines from tax. The effect of this Direction, which is operative from February 27, is to make the following additions to the entries contained in the Schedule to the Purchase Tax (No. 1) Order, 1967.

To Hend II of the Schedule

5-(3-Dimethylaminopropyl)-6, 7, 8, 9, 10, 11- hexahydro-5H cycloocta (b) indole hydrochloride;
D(—)-Penicillamine;
Sodium glucaldrate.

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Britain is top country for Australian tourists

BRITAIN IS THE country most Australians would like to visit when making a trip to Europe, and Europe is their most popular holiday destination. These facts are revealed by the results of a special survey carried out last year by the British Travel Association in co-operation with BOAC and QANTAS Empire Airways.

Britain was selected as first choice in Europe as a holiday country by almost five out of every 10 prospective travellers questioned by the survey team. Family and personal ties are among the main reasons for the interest in travel to Britain from Australia, but the country's historic, scenic and cultural attractions are also big draws.

CBI report on management

A REPORT ON 'Industrial Management and the Next Two Years' was published by the Confederation of British Industry on February 26.

New Scottish factory

ON MARCH 1 Mr. William Ross, Secretary of State for Scotland, opened the latest extension to the Glacier Metal Company's factories at Kilmarnock.

With over 60 years' experience of bearing design and manufacture behind them, the Glacier Metal Company – a member of the Associated Engineering Group – are able to meet the demands of worldwide sales in over 130 different countries through a network of associated or subsidiary companies, manufacturing licensees and sales representatives. Through these licence agreements Glacier claim an income from the manufacture and sale of bearings in many countries to which it would be difficult to export directly from Britain. Currently over 50 per cent of machinery produced is exported directly to all parts of the world. Contracts worth over £2,250,000 were signed with the USSR last year.

Thirty-acre expansion in S. Wales for export production

SOUTH WALES SWITCHGEAR LTD. is to build a new factory on a 30-acre site, close to the existing plant at Blackwood, South Wales. This was announced by Sir Alfred Nicholas, chairman of the parent company Aberdare Holdings, on February 29. The new factory, which will take over much of the export work at present carried out by South Wales Switchgear, will employ 2,000 people.

Aberdare Holdings plans to earn 50 per cent of its turnover overseas during the next five years. At present some 25 per cent of its orders are from abroad, and a further 5 per cent of turnover is earned by factories and associate companies abroad.

Large plant for Northern Ireland

THE LARGE West German chemical corporation, Farbwerke Hoechst, of Frankfurt, is to build a major plant at Limavady, Co. Londonderry, for the production of Trevira polyester filament, a fibre similar to Terylene. This will be the company's first plant in the British Isles.

Construction is to begin almost at once and production should start in 1970 and be, initially, about 4,800 metric tons a year. In the first stage about 500 people, mostly men, will be employed.

Photographic techniques for industrial research

MORE THAN 100 representatives of local industry attended a one-day conference and exhibition on the Application of Photographic Techniques to Industrial Research and Development Problems, which was held at the headquarters of the Wool Industries Research Association, Leeds, on February 29. The event was organized by the Ministry of Technology's Yorkshire and Humberside Regional Office in association with the Central Unit for Scientific Photography (CUSP) of the Royal Aircraft Establishment, Farnborough.

New chairman for BIM

THE COUNCIL of the British Institute of Management has announced the election of Viscount Watkinson of Woking as chairman designate of the Council of the Institute. Lord Watkinson will assume office as chairman of the institute on October 2.

Proceedings under Section 36 of the Patents Act 1949

NOTICE IS HEREBY given that the endorsement 'Licences of Right' upon the undermentioned Patent was cancelled on February 23, 1968.

NUMBER	GRANTEE	SUBJECT-MATTER
943,671	Commissariat a l'Energie Atomique .	Improvements in radioactive sources.

The Patent Office, GORDON GRANT, *Comptroller.*

Soviet delegation on standards and metrology visiting Britain

THE MINISTRY of Technology, the British Standards Institution and the Scientific Instrument Manufacturers' Association are joint hosts to a delegation of Soviet experts on standards and metrology visiting the United Kingdom from March 5-15. The eight-strong delegation is headed by Dr. V. V. Boitsov, president of the State Committee for Standards, Measures and Measuring Instruments.

The visit is in return for the 1966 visit to the USSR of a United Kingdom delegation from the Ministry's Standards Division, SIMA and BSI, and is in accordance with the agreement between the two countries to develop collaboration in science and technology on a basis of mutual benefit. The purpose of the visit is to further United Kingdom/USSR discussions on collaboration in the fields of standards and metrology, based on a programme provisionally agreed during the United Kingdom delegation's visit to the USSR.

Patents endorsed 'Licences of Right'

THE FOLLOWING patents were endorsed 'Licences of Right' under Proceeding under Section 35 of the Patents Act, 1949, on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	February 9, 1968	
785,550	Olympia Werke AG.	A typewriter including means for double letter space typing.
855,049	Laboratory for Electronics Inc.	Road vehicle detector.
911,062	The Carborundum Company	Method for making zirconium boride.
946,444	Mieczyslaw Dlugoborski	Apparatus for drying grain and like crops.
947,997	Martinot, Maxime	Force-transmitting devices.
969,153	Douard Moteurs	Improvements in motor having an airgap jacket in particular for central heating accelerators and other like applications.
1,045,032	Chemolimpex Magyar Vegyiaru Kulkereskedelmi Vallalat	Process for simultaneously preparing pyrophoric metals and furane.
1,068,479	Birfield Engineering Ltd.	Universal joints.
	February 13, 1968	
739,444	Standard Telephones & Cables Ltd.	Insulated electric conductor and method of fabricating the same.
765,993	Standard Telephones & Cables Ltd.	Location of high resistance faults in cables.
766,862	Standard Telephones & Cables Ltd.	Stranded conductors for electric cables.
771,509	Standard Telephones & Cables Ltd.	Control circuit for cathode ray tube.
777,326	Standard Telephones & Cables Ltd.	Electrical control circuits.
807,297	Standard Telephones & Cables Ltd.	The manufacture of semi-conductor devices.
807,637	Standard Telephones & Cables Ltd.	Dry rectifier stack assemblies.
805,189	Kolster-Brandes Limited	Electric frequency changing circuits.
809,052	Standard Telephones & Cables Ltd.	Locking devices controlled by shock.
831,435	Standard Telephones & Cables Ltd.	Arrangement for the reduction of radiation arising from sawtooth voltages and currents.
877,292	Standard Telephones & Cables Ltd.	Dry rectifier stack assemblies.
1,068,169	Dehn, Stanley Gustav	Valves for inflatable bodies and bath declared.
	February 14, 1968	
1,087,315	Gevaert Photo-Producten N.V.	Benzimidazole derivatives and process for the preparation thereof.
	February 15, 1968	
969,692	Brown Boveri & Company Ltd.	Construction unit comprising a semi-conductor rectifier set and a transductor.
	February 16, 1968	
804,874	Standard Telephones & Cables Ltd.	Improvements in multi-band radio receivers.
853,559	Licentia Patent-Verwaltungs G.m.b.H.	A rinsing and spin-drying device.
961,386	Institut des Sciences et Techniques Humaines.	
966,354	Van der Heem N.V.	Oscillating fan.
1,013,154	Coal Industry (Patent) Ltd.	Extrusion presses.
1,041,062	Birfield Engineering Limited	Machine tools.
	February 19, 1968	
813,225	Standard Telephones & Cables Ltd.	Manufacture of strip from plastic material.
828,241	Standard Telephones & Cables Ltd.	Microwave directional coupler.
832,334	Standard Telephones & Cables Ltd.	Improvements in the production of pure silicon.
843,478	Standard Telephones & Cables Ltd.	Electrical wave-generators.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patent Office, GORDON GRANT, *Comptroller.*

BNEC Canada conference: expanding market opportunities

'CANADA – growth market of the '70's' is the theme of a one-day conference for directors and senior export executives at the London Hilton on Wednesday, April 3, organized by the Canada Committee of the British National Export Council.

A number of prominent Canadian businessmen are flying over to describe the opportunities in Canada's fast-expanding economy, and delegates will examine marketing techniques and methods to increase sales.

The conference will be organized in two sections – industrial goods and consumer goods.

On industrial goods, subjects will include:

Follow-up plans to the big British industrial exhibitions in Canada last year;
Organizing for large capital projects;
Deliveries and after-sales service;
'Package deals' and joint warehousing.

Delegates attending the consumer goods section will discuss:

The follow-up to British Week Toronto last October;
Regional store promotions;
Test marketing;
Canadian-American regional markets.

Sir Ralph Perring, chairman of BNEC Canada, says:

'Devaluation has made British goods more competitive in Canada. Our sales last year totalled £213 million, but we bought £456 million from Canada: much of this was essential, e.g. hard wheat, lumber and other primary products. To buy the same amount this year will cost us an extra £70 million because of devaluation. So it is more vital than ever for British firms to expand their share of the Canadian market.'

BNEC advises firms to apply without delay for tickets to the Canada conference on April 3 (Ticket price £15 including luncheon and dinner). Write to: J. P. Pralle, Secretary, BNEC Canada, 21 Tothill Street, London, S.W.1.

Trade mission for Australia and New Zealand

STILL MAINTAINING the momentum of its export drive, Birmingham Chamber of Commerce sent off a 17-member trade mission to Australia and New Zealand on March 1. The mission is led by Mr. G. B. Crosthwaite, chairman of Bronx Engineering Co. Limited, is composed of company representatives covering a wide range of products and services, from needles to steel works plant. The main objective of the mission, which has the support of the British National Export Council, is to increase sales.

The group will spend three weeks in Australia, basing itself successively on Perth, Sydney and Melbourne, and covering other cities including Adelaide, Brisbane and Canberra. It will then move on to spend a week in New Zealand, based on Auckland and covering Wellington, Christchurch and other centres.

Food export drive to Sweden

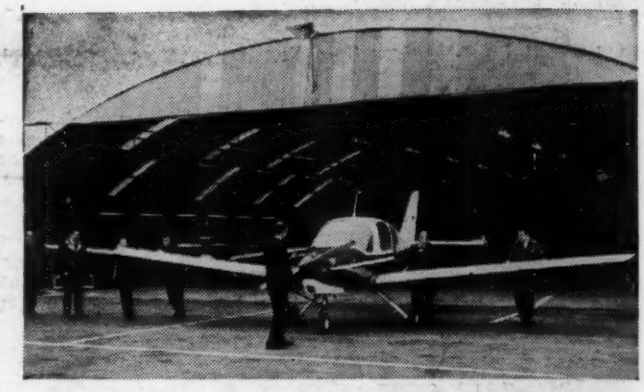
A 35 MAN STRONG Food Trade Mission left London for Stockholm on February 25 to prepare the ground for a full-scale promotion of British foods during the 'British Week in Stockholm' next September.

Organized by the British Food Export Council, and led by its immediate past chairman, Mr. O. S. Anderson, it remained in Sweden until March 1.

During its stay it mounted a samples show in Stockholm itself, to which all Sweden's leading agents and buyers were invited, and visited both Gothenburg and Malmoe to discuss special promotions in the cities' most important stores.

Already some 300 food and confectionery firms have expressed interest in the 'British Week', and the mission covering a wide range of products from cheese to preserves and meat products to cocktail delicacies was fully representative of the types of products that Britain can offer the overseas buyer.

(*Further details of 'British Week' on page* 773)



The first production model of the new Beagle PUP-100 took to the air on February 23 at Shoreham, Sussex. The PUP-100, with a 100 h.p. Rolls-Royce Continental engine, will be produced concurrently with the PUP-150, which has a Lycoming engine giving 50 per cent more power. From a planned 100-plus aircraft in the first year production will increase to a minimum of 250 units per year by 1970. Exports over this period will increase from 55 per cent in the first year to an anticipated 85 per cent. in 1970.

London Buying Offices consortium reports over 1,000 export inquiries

SINCE EXBO, the London consortium known as the Export Buying Offices Association, was formed last year, over 1,000 inquiries have been received from new and existing exporters at their offices at 54/62 Regent Street, London, W.1.

EXBO is a combination of 12 of the leading Buying Offices with an annual turnover of over £50 million. It buys British manufactures – mainly consumer goods – for big department stores overseas and already provides more than 1,000 outlets for British merchandise throughout the world. Expert advice is offered to British manufacturers seeking new markets or the development of existing contracts.

'We feel that there are a great number of manufacturers in the country whose products could be expected through our organization because of the specialized services we offer,' Mr. M. P. Lines, Secretary of EXBO, told the *Board of Trade Journal*.

A symposium for company executives on 'Selling to North America via department stores' in London on March 26 has been organized by the College of Management with the co-operation of EXBO (Details from CoM, 35 Great Peter Street, London, S.W.1).

Record number of overseas buyers visit London

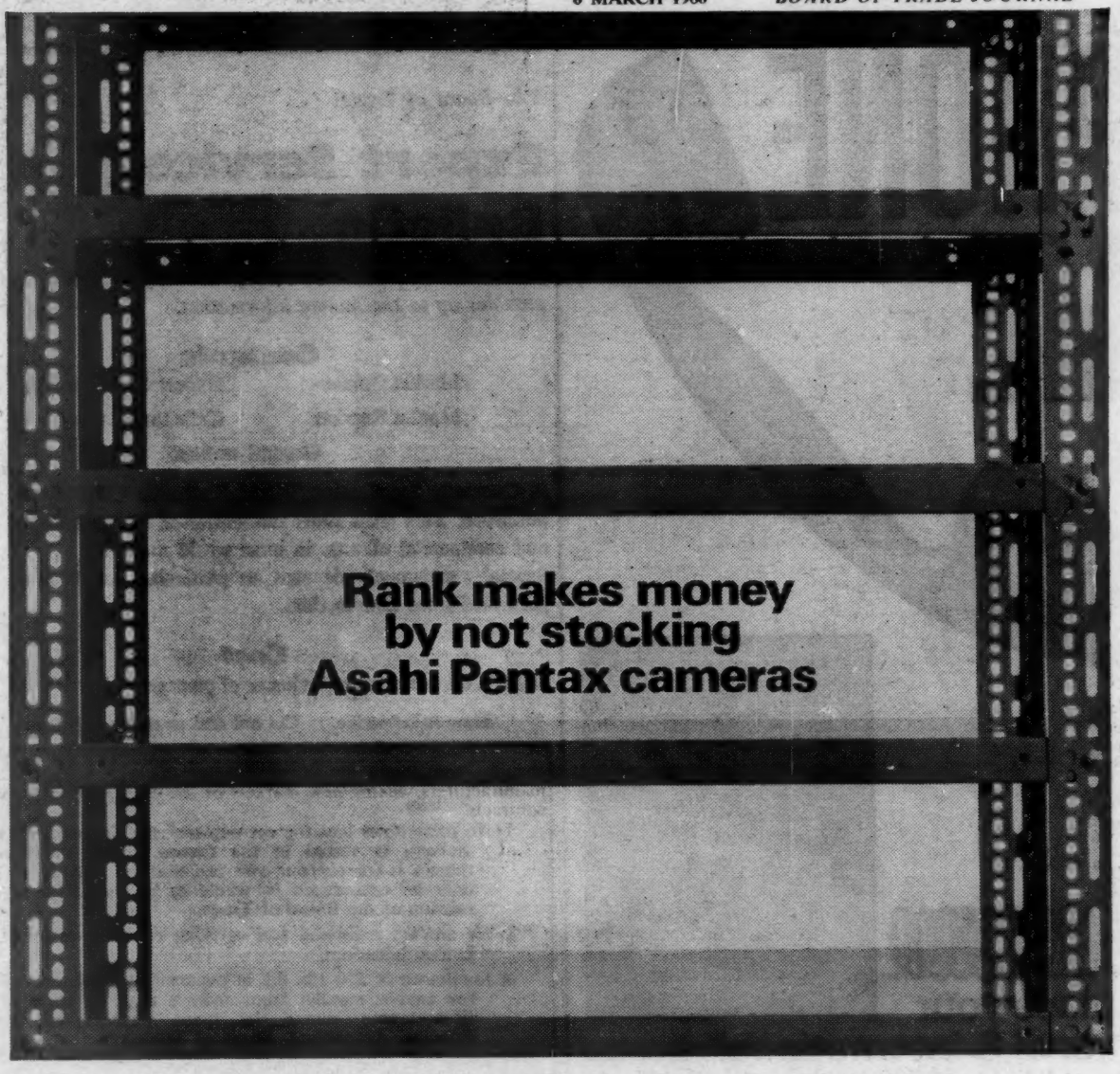
The Buying Offices are closely linked with visiting buyers from overseas. Comprehensive advance details of visiting buyers are listed in *Overseas Trade News*, published weekly from 30 Fleet Street, London, E.C.4 (annual subscription 6 guineas). Mr. S. H. E. Wilson, managing editor, told the *Board of Trade Journal* this week: 'During January and February this year we have published more names of overseas buyers visiting London than in any similar period since *Overseas Trade News* was established 22 years ago.'

Lists of overseas stores buyers visiting Britain, as reported by the British commercial posts throughout the world, are also published in the *Export Service Bulletin*, the *Board of Trade Journal* and specialized trade journals.

£10 million credit boost for British exports to Philippines

A £10 MILLION sterling credit agreement, designed to boost British exports to the Philippine Republic was signed in Manila on March 4 following lengthy negotiations between Tennant Guaranty Ltd. of London, the Philippine National Bank and the British National Export Council's Asia Committee.

The credit facility, to be utilized over a period of 12 months, will enable Tennants to pay British manufacturers for capital and semi-capital goods against approved orders placed by individual importers in the Philippines. The line of credit will be available for approved contracts of a minimum value of £20,000 and the periods of credit will be decided by Tennants depending on the type of goods and amounts involved. They will vary between two and five years.



(They fly them in as they're needed by Air Canada air freight)

RANK PHOTOGRAPHIC is this country's only importer of Asahi Pentax cameras. When you're their size, stock control can be a nightmare.

If you import 1,000 cameras by sea at £120 a time, you must sell 1,000, or £120,000 of your money is tied up. But order too few and you get caught in a seasonal stampede and sell out three months before the next shipment. It seems you can't win.

But Rank has. By using Air Canada's cunning sea/air freight service. It's faster than ship alone, and cheaper than jet alone. Rank just cable their order to Tokyo and the cameras are put on a ship bound for Vancouver. They're loaded last and unloaded first. From Vancouver, Air Canada flies them direct to London. (Total time, Tokyo to London, averages 14 days.)

Packaging is simple and time-saving—no crates, just polystyrene containers in a cardboard box. Yet breakages and pilfering are almost unknown, because handling is reduced. (All this means lower insurance rates.)

But the vital thing about Air Canada's sea/air service is fast turnover and guaranteed delivery. Rank says: "A camera in Tokyo is worth two in our warehouse".

To find out how Air Canada can help *you*, see your cargo agent or ring

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New Books

Consultancy in Overseas Development, by Charles Young. (39 pages. Overseas Development Institute Ltd., 160 Piccadilly, London, W1, 10s.) Many major investment decisions made by developing countries are based on advice given by professional consultants from developed countries. The Overseas Development Institute set up a study group to examine the special advantages and problems resulting from this practice, and the pamphlet under review is based on the finding of the group. It contains information on the range of consultancy services and the alternatives to consultancy available to developing countries (including a concise account of the organization of the consultancy profession in Britain, USA, Germany, France, Italy and the Netherlands); an assessment of the advantages and the problems arising from the use of consultants; and conclusions concerning measures which could be taken by users of consultants, by consultants themselves, and by aid-givers and lenders, to increase the advantages and overcome the problems. The pamphlet is directed at those who are practically involved in consultancy, using consultants or administering assistance programmes, and should also be of interest to those whose concern with economic development is of a more general nature. The publication of this pamphlet is timely, coming as it does shortly after Lord Cromer's report, *Export Business from Capital Projects Overseas* (Cmnd. 3156. HMSO, 3s. 3d., by post 3s. 8d. A summary of the report is on p. 231 of the *Board of Trade Journal*, 26th January 1968). A section of Lord Cromer's report deals with the role of consultants in instigating projects and feasibility studies. These two reports draw attention to aspects of the role of consultants in overseas development projects which up to now have seldom been examined and have often been overlooked.

The Role of the Judicial Process in the Regulation of Competition, by W. J. Kenneth Diplock. (27 pages. Oxford University Press, 10s. 6d.). Once it has been decided as a matter of judicial policy to restrict the freedom of business enterprises to enter into whatever agreements or arrangements they think fit to limit competition between one another, a number of problems arise which may be solved by either judicial or administrative process or both. In this, the text of one of the 1967 Lionel Cohen Lectures at the Hebrew University of Jerusalem, the Right Honourable Sir Kenneth Diplock, Lord Chief Justice of Appeal, and the former President of the Restrictive Practices Court of the United Kingdom, explores these problems and the suitability of the judicial process as a means of solving them. In particular he examines three kinds of issues arising from the signing of the agreements in which the court has gained experience since the introduction of the Restrictive Practices Act 1956: the issue of content; the issue of factual consequences; the issue of economic justification. The author also considers the definition of an agreement both within the context of legislation, and recent case law. In addition to the problem of definition of an agreement the author discusses the criteria of neccessity and the public good, which must be satisfied if the 'Balancing Clause' is to come into operation. It is the second criterian that has been the subject of controversy. The term public good is an amorphous phrase, and it easily leads to value judgments on economic issues.

Finally he summarises the six differences between the English and the Israeli laws of restrictive practices. The most important differences are: (a) in Israel all cartels are illegal unless and until they are permitted by an interim order, or final decision of the Board, whereas in the United Kingdom all cartels are lawful until they have been finally adjudicated on by the Court, and declared to be contrary to the public interest; and (b) in the United Kingdom the onus of proof that a cartel is not contrary to the public interest is expressly imposed on the parties to the cartel whereas in Israel there is no express provision as to the onus.

Competition and the Law, by Sumner Marcus. (161 pages. Wadsworth Publishing Company, Belmont, California, $3, paper $2.25). The law concerning competition is undergoing changes today of the same magnitude as those that occured in 1890 when the Sherman Act became law, in 1911 when the Rule of Reason was formally announced by the Supreme Court, in 1914 when the Clayton Act was passed and the Federal Trade Commission was established, and in the late 1930s when serious efforts to enforce the anti-trust laws were initiated. Once again many complex and fundamental issues in the field were raised in the recent past, and are still being debated at all levels of policy making.

The book is not designed as a reference book, and it is not intended to be complete. Rather it is a book about issues in this facinating and dynamic area of public law and policy decisions. Since the principal concern here is with issues and not with a comprehensive treatment of the subject, the book includes only those materials that point up the current issues or that provide the background necessary to understand the issues. The aims of the book may be summarized as follows: (a) to place before the student certain controversial business ideas and carefully summarizes opposing views, (b) to stimulate the student to develop and apply his own synthesis of opposing views. At the end of each chapter, current and unresolved issues in the field of competition and the law will be presented in the form of simplified problems for analysis. In some cases the reader is asked to evaluate a point of view in the light of the developments of the law as they have been set forth.

Marcus concludes on a despondent note, 'to the student of anti-trust the implications are most disturbing. One reads the opinions with growing incredulity. They imply that the big businesses have so much strength and such deep pockets that they simply could not lose out in competition with smaller companies and must inevitably take over whatever field they enter. They infer that if one is rich enough entry is easy and automatic, and if a merger is disallowed, and if such entry is not forthcoming, it will in any event remain imminent.'

Decimal Currency: Expression of Amounts in Printing, Writing and in Speech. Decimal Currency Board. (12 pages. 1s., by post 1s. 6d., from HMSO and Government bookshops). A good deal will be said and written about decimal currency between now and Decimal Day (D Day) on February 15, 1971. Standard methods of expression will avoid confusion, lessen the risk of mistakes and help people to become accustomed to the new system more quickly. This booklet gives guidance on the expression of amounts of money both in written or printed documents and in speech. Page 10 of this booklet contains a useful summary of the standard methods of expression. The Decimal Currency Board have consulted very widely before making their recommendations.

Going Metric in the Construction Industry: 1: Why and When. Ministry of Public Building and Works. (15 pages. Available from HMSO and Government bookshops, price 3s., by post 3s. 5d.). This is the first of a series of bulletins, compiled by the Ministry of Public Building and Works in consultation with the British Standards Institution, the purpose of which is to explain the implications of the change to the metric system, and the benefits which it will bring to the construction industry. *Why and when* is intended as an introduction to the change to metric measurement and covers the history of the system, growing international acceptance, the basic units of measure, the need to co-ordinate dimensions at the time of change and the programme of change.

The Current Position of Trading Stamps in Great Britain. (108 leaves. Marketing Trends Limited, 29 Marylebone Road, London NW1, £21). The main purpose of this report is to provide an up-to-date check on the progress of consumer participation in trading stamp promotions in Great Britain. It follows a previous survey, *Index of marketing trends—Trading stamps in Great Britain* 1966 (noted in *Board of Trade Journal*, 3rd June 1966, p. 1245) and covers much the same ground; but, apart from a two page commentary, no direct comparisons of trends in the intervening period are made so that both reports would have to be consulted for this kind of analysis. The new report contains the tabulated results of a consumer survey carried out in the autumn of 1967 of a representative sample of 4,061 adults aged 16 years and above. The scope of this survey has been widened to include the over 65 age group, and deals in some detail with those people who are lapsed collectors. The tables are arranged in sections, commencing with summary tables, followed by detailed tables of all adults, all housewives, and all motorists, each with analyses by sex, class, age and region. Lapsed collectors are in two groupings, adults and housewives, with the same analyses as the other sections. The cost of mounting such a survey must be considerable and this, presumably, is reflected in the high cost of the publication.

Mauritius. Central Office of Information. (32 pages. 5s. 6d., by post 6s. 0d. from HMSO and Government bookshops). Mauritius gains its independence next week, and will become a member of the Commonwealth. This *Reference Pamphlet* deals in outline with the history, economy, and social services of Mauritius, and contains appendices and a selective reading list. The chapters on the economy, and the social services of the island are of particular interest. Mauritius faces considerable economic difficulties, being one of the most densely populated agricultural areas in the world, and the rapid growth of population has in turn led to unemployment, pressure on the social welfare services and an increasing need for the provision of houses, schools and hospitals. To reduce the increasing number of unemployed (over 15 per cent of the labour force) and to alleviate the heavy dependence on the sugar crop the Government of Mauritius have in recent years considered ways of diversifying the country's economy by the introduction of labour-intensive industries. Mauritius has received considerable aid from Britain (amounting to £5.8 million in commitments from Colonial Development and Welfare funds since 1946), and in the course of talks held in London in October 1967 the British Government agreed to offer total aid of up to £4.3 million to meet the deficits on recurrent and capital account in the Mauritius finincial year 1967-1968.

Other Publications

CHEMICAL INDUSTRY 1966/67. 253 pages. OECD. £2 6s., by post £2 6s. 11d., from HMSO and Government bookshops.

FUTURE DEMAND FOR GARAGE WORKSHOP SERVICES. 27 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

Aviation and Shipping

New survey on Clyde estuary

A SURVEY TO produce a blueprint plan for integrated development of the natural economic and amenity assets of the Estuary of Scotland's River Clyde is to begin almost at once. The Estuary is claimed to be the only place in Great Britain able to offer natural deep-water berthing which requires no dredging and which does not suffer the disadvantage of remoteness from centres of industry and population. At the same time it is also an area of outstanding scenic beauty, and therefore a considerable tourist and amenity attraction.

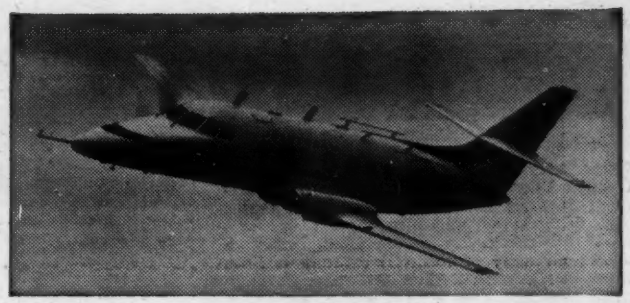
To oversee the survey and the operation of the resulting development plan, a new body – the Clyde Estuary Development Group – has been set up, it was announced on February 26 in Glasgow. This will consist of representatives of the Scottish Office, Clyde Port Authority and the local authorities who have boundaries on the Estuary.

It was intended that investigations should begin within a month and that the consultants appointed should report within about three months.

It is reported that there are several sites, as yet undeveloped, along the Estuary with undredged deep-water facilities which could accept ships of up to one million tons without difficulty. At the moment this is of particular interest only to tanker operators, but ore and grain carriers are also increasing in size, and the Clyde Port Authority feels there may be other cargoes which will soon be shipped in large bulk. The difficulties of manœuvring these huge ships in restricted dredged channels are considerable, and it is felt that the future definitely points to increasing popularity of the sort of berthage the Clyde Estuary possesses.

The Clyde Port Authority adopted a similarly urgent approach to the growth of container traffic and is now reported to be confident that its new container berth at Greenock will be ready in plenty of time to handle the first specialist vessels. The same foresight will, it is hoped, place the Estuary in a first-class position for receiving the big ships of the future.

The new Group is also concerned with the proper development of the new industry which it is thought will be attracted by these facilities, particularly in relation to the Estuary's scenic beauty and recreational amenities. It is for this season that the survey is to be pressed ahead with so speedily.



A tribute to the Handley Page Jetstream's reliability is the high rate of flying achieved by the first prototype during its certification trials in France. Based at Pau, close to the Pyrenees, Jetstream G-ATXH has exceeded its predicted schedule of test flying by more than 50 per cent.

Inquiry into trawler safety

MR. ANTHONY CROSLAND, President of the Board of Trade, in answer to a Parliamentary Question on February 28, announced that Admiral Sir Deric Holland-Martin, had agreed to act as chairman of the committee to examine the safety of deep sea trawlers.

Mr. Crosland said: 'I am glad to be able to announce that Admiral Sir Deric Holland-Martin has agreed to act as chairman of this committee whose terms of reference will be to examine the major factors affecting the safety of deep sea trawlers and their crews and to make recommendations. The members of the committee will include Mr. D. Basnett, Mr. N. I. Bond-Williams, Mr. J. A. H. Paffett, and Professor R. S. F. Schilling. I hope to be able to announce the name of the remaining member shortly.

'Arrangements have been made for the chief inspectors of the Fishery Departments and the chief marine surveyors of the Board of Trade to be available to assist the committee.

'In preparation for the committee's work, I have also been considering in consultation with the Minister of Technology what research work on the safety of fishing vessels should be undertaken in addition to the work already in hand, both at the National Physical Laboratory, and internationally through the International Maritime Consultative Organization.'

Third London airport: Siting Inquiry debate

THE DEBATE on the Siting Inquiry for the third London Airport was held in the House of Lords on February 22.

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers will be found on page 746.

MONDAY, FEBRUARY 26

Royal Aircraft Establishment

In reply to a question on the non-classified work done for the Board of Trade by the Royal Aircraft Establishment, Farnborough, Mr. Mallalieu said: 'The Royal Aircraft Establishment carries out research and development and provides expert advice and assistance on a wide range of subjects such as all weather operations, aircraft instruments and communications, aerodrome lighting and accident investigation.'

Air accidents

A Member who asked for statistics for the number of fatal accidents in relation to the number of passenger miles flown by British European Airways, the British Overseas Airways Corporation and British independent airline operators since 1958, was given the following information by Mr. Mallalieu.

Year	BOAC			BEA			INDEPENDENTS		
	Passengers killed	Million passenger miles	Passengers killed per 100 million passenger miles	Passengers killed	Million passenger miles	Passengers killed per 100 million passenger miles	Passengers killed	Million passenger miles	Passengers killed per 100 million passenger miles
1958	Nil	1,417	Nil	26	961	2·71	Nil	186	Nil
1959	Nil	1,925	Nil	Nil	1,131	Nil	Nil	215	Nil
1960	Nil	2,339	Nil	Nil	1,352	Nil	Nil	272	Nil
1961	Nil	3,090	Nil	20	1,500	1·33	67	1,450	4·62
1962	1	3,119	0·03	Nil	1,667	Nil	110	1,664	6·61
1963	Nil	3,411	Nil	Nil	1,887	Nil	Nil	1,900	Nil
1964	Nil	3,967	Nil	Nil	2,212	Nil	75	2,576	2·91
1965	Nil	4,596	Nil	30	2,480	1·21	23	3,144	0·73
1966	113	5,041	2·24	Nil	3,616	Nil	91	4,219	2·16

Note: Statistics of passenger miles flown on non-scheduled operations are not available before 1961. For the years 1958, 1959 and 1960 the figures above relate to scheduled activity only. During this period there were three fatal accidents on non-schedule passenger services:

1958 21 passengers killed (BEA)
35 passengers killed (Independents)
1959 29 passengers killed (Independents)

(*Continued on page 747*)

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Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

FRIDAY, FEBRUARY 23

Daily Mirror price increase

The President was asked whether when giving his approval for the 25 per cent increase in the price of the Daily Mirror, he took account of the fact that this represented an extra revenue of some £65,000 per day; and what evidence was produced that the cost of newsprint and other costs had risen by this amount since devaluation.

Mr. George Darling, Minister of State, Board of Trade: 'I would refer my hon. Friend to the reply I gave him on February 7 (Vo. 758 c. 134). Increased revenue, like increased costs, is relevant. Detailed information submitted to us in connection with these cases is confidential, but my hon. Friend's estimate of the increased revenue in this instance appears excessive.'

On the same subject a Member asked whether it was with his approval that the National Board for Prices and Incomes stated on February 9, 1968, that they had not been asked to investigate the 25 per cent increase in the price of the Daily Mirror; and whether he would cause further investigations to be made.

Mr. Darling said: 'The price of the Daily Mirror was covered by the reference made to the National Board for Prices and Incomes on July 25, 1967, and by their Report published as Cmnd. 3435.'

Welsh tourist industry

A Member asked what was the President's estimate of the value of the tourist industry to Wales in 1967. Mr. Mallalieu replied: 'British residents on holiday and overseas visitors are estimated to have spent £50 to £60 million in Wales in 1967.'

British Weeks

The President was asked in what ways had Wales and Scotland been projected in the British Week trade fairs overseas held since 1961.

Mr. Darling replied: 'Welsh and Scottish features have been included in British Weeks in the same way as material representative of England and Northern Ireland. Display material, which is distributed to retailers in large quantities, includes posters, figurines and heraldic devices exemplifying both Wales and Scotland. Scottish bands, pipers and dancers have performed at most Weeks. During the British Week in Denmark there was a visit by the Lord Provost of Edinburgh and a special exhibition in Copenhagen by the Scottish Thistle Export Group. At Toronto there was a visit by the band of the Welsh Guards and a display of Welsh painting.'

Welsh advance factories

Replying to a question on how many advance factories had been built in Wales since 1964; how many were now tenanted; and how many men and women, respectively, they employed, Mr. Darling said:

'Of the 32 Board of Trade advance factories announced since October 1964, 18 have been completed; four are occupied and are so far giving employment to about 125 men and 90 women; a further five factories have been allocated.'

TUESDAY, FEBRUARY 27

Import controls

In reply to a question asking what action it was intended to take to control the rise of imports of unnecessary raw materials and manufactured goods, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said: 'There is no justification for imposing restrictions on trade that would damage our international trading relations and our exports. We are confident that other measures we are taking will put our balance of payments on a sound footing.'

Imports of alcoholic beverages

Information on the increase in imports of foreign alcoholic beverages in each of the last five years was available from figures given under Division 11 in Table I of the Overseas Trade Accounts for December 1967 and Volume I of the Annual Statements of the trade of the United Kingdom for years 1963 to 1966, said Mr. George Darling, Minister of State, Board of Trade, in reply to a Member's question.

Export of Scotch whisky

Mrs. Dunwoody answered two questions on the export of Scotch whisky.

Asked what steps she was taking to ensure an increase in export of Scotch whisky to the Union of Soviet Socialist Republics and other Eastern European countries, she replied that every suitable opportunity was taken to promote the purchase of consumer goods, including Scotch whisky, by those countries. In the case of those countries where whisky and other spirits were the subject of specific quotas, increased quotas had recently been negotiated.

The Board of Trade had not conducted a survey on the effects on the export market for Scotch whisky of the increase in excise duty affecting home sales.

Hotel industry in Scotland

'The Government are still examining the case for further assistance for the hotel industry in Scotland and elsewhere and their conclusions will be announced as soon as practicable,' said Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, in reply to a question on what plans he had to speed up development of the hotel industry in Scotland.

Scottish tourist industry

Expenditure in Scotland by British residents on holiday and overseas visitors was estimated to have been of the order of £90 million in 1967, said Mr. Mallalieu in reply to a Member's question.

Employment in Scottish coalfields

Asked how many new jobs had been created and taken in the Scottish coalfields between 1964 and the latest convenient date, Mrs. Dunwoody said: 'I regret that information in the form requested is not available. But it is estimated that industrial buildings for which industrial development certificates were issued and which were completed in the period, January 1964-June 1967, for manufacturing industry, will, when fully manned, provide employment for 25,200 in the Scottish coalfields.'

Trade with Eastern Europe

Replying to a question on what steps had been taken to improve trade with the countries of Eastern Europe in the last three years, Mrs. Dunwoody said that trade with Eastern Europe had increased by more than 40 per cent over the last three years. Our annual trade negotiations with Eastern European countries had aimed at expanding trade as well as bringing it more nearly into balance. Support had been given to British participation in national and international exhibitions in those countries. The full range of government services for exporters was available in those markets.

Exports to Rhodesia

Asked to list the categories of articles which might not be exported to Rhodesia, Mrs. Dunwoody said that the Export of Goods (Control) Order 1967 provided that no goods could be exported to Southern Rhodesia without a licence granted by the Board of Trade.

Redundancy by colliery closures

The President was asked whether he would consider taking steps to extend the recent strengthening of the provisions of the Local Employment Act to areas outside development areas which were affected by colliery closures, like North Warwickshire. In reply Mr. Darling said that financial assistance under the Local Employment Acts 1960 to 1966 could be made available only in designated development areas. The further measures of assistance which the President announced on November 14, 1967, were designed to assist those areas inside the development areas most likely to be severely affected by colliery closures. As he informed the questioner on February 15, 1968, in considering applications for industrial development certificates in North Warwickshire full account would be taken of unemployment in the area and of the need for new employment for men made redundant by colliery closures.

Invisible exports committee chairman

Mr. Mallalieu, in reply to a questioner, said that Mr. Cyril Kleinwort has agreed to be chairman of the new Invisible Exports Committee.

Advance factories in Aberdeen

In reply to a questioner who asked for details of plans for providing more advance factories for the increasing trade of Aberdeen, Mrs. Dunwoody said that one Board of Trade advance factory was now available at Aberdeen and a second would soon be ready. She would prefer to wait until tenants had been found for these before deciding to build

further advance factories in Aberdeen.

In reply to a further question as to what plans there were for stopping or diminishing the drift south from Aberdeen of skilled and other workers, she said that they were continuing to make full use of all the powers available to encourage industrial development suited to the needs of Aberdeen and thus provide additional employment opportunities.

THURSDAY, FEBRUARY 29

Take-overs and amalgamations

The President was asked what was HM Government's policy with regard to the recent spate of take-overs and amalgamations; and whether he would instruct the Monopolies Commission to investigate recent developments and make a speedy report as to how far they result in price fixing and discourage competition.

Mr. Darling replied: 'It is no part of the Government's policy to hold back mergers except in those relatively few cases where they appear to raise questions of public interest which require examination by the Monopolies Commission. The Commission can be expected to report on any material issue arising in those recently proposed mergers which have been referred to them.'

Exports to Argentina

A Member asked what evidence was in his possession that exports to Argentina had declined in 1968; and if he would make a statement.

Mrs. Gwyneth Dunwoody replied: 'Exports to Argentina in January 1968 totalled £2.3 million compared with £2.9 million in 1967 and £1.8 million in January 1966.'

FRIDAY, MARCH 1

Investment grants

The President was asked whether he would estimate what savings had been achieved by the substitution of the investment grants scheme for the investment allowances scheme.

Mr. Darling replied: 'No. The substitution was not intended to effect savings, but to concentrate Government assistance on those sectors of industry and those areas where the need to increase investment is greatest.'

Sea pollution

A members asked whether the United Kingdom would support the official proposal put forward by the Scandinavian countries to amend the international convention on pollution of the sea by banning oil discharging, and to establish an international tribunal to consider claims for damages resulting from violations.

Mr. Mallalieu replied: 'So far we have not received any official communication from the Nordic Council but we shall of course be glad to consider the proposals as soon as details are available. Meanwhile both the question of strengthening the International Convention for the Prevention of Pollution of the Sea by Oil and the question of liability for damages are being discussed by the Inter-governmental Maritime Consultative Organization. Her Majesty's Government is taking an active part in these discussions.'

MONDAY, MARCH 4

Corrected percentage figure for knitwear imports

A Member asked if the President would give a corrected percentage figure for imports of knitwear in 1967 compared with home production. Mr. Mallalieu asnwered: ' I regret that in an answer on November 22 (*Board of Trade Journal*, December 1, page 1385) my right hon. Friend gave the hon. Gentleman a figure of 7.7 per cent for the first eight months of 1967 which was incorrectly calculated. This should have been 11.6 per cent. The corresponding (provisional) figure for the whole of 1967 is 11.3 per cent.'

Increased detergent prices

Mr. Darling, asked whether, in the light of the undertakings given by manufacturers of detergents in April last year, following the Monopolies Commission report, he would make a statement about the recently announced increases in prices, said: 'The price increases have been considered against the background of the information available from the Monopolies Commission and Prices and Incomes Board reports. I am satisfied that they are fully accounted for by increased costs of production flowing directly from devaluation. The reduced price brands introduced last year following the Monopolies Commission report will still be available at about 20 per cent below the prices of the more heavily promoted brands.'

(*Continued from foot of page* 744)

WEDNESDAY, FEBRUARY 28

Survival at sea investigation

A Member asked the President if he had yet received from the Industrial Research Council their report on the problem of survival at sea, including protective clothing, following the investigations in Iceland of their scientists into the survival of only one seaman, Harry Eddom, from the three trawlers which were lost in the Arctic seas recently; and if he was yet in a position to make a statement on the committee he appointed to inquire into the recent wrecks of three trawlers in northern seas with the loss of all their crews except one man and into the relevant mission to Iceland of a member of the staff of the Medical Research Council to collect scientific data as to means of saving life at sea.

In reply Mr. Mallalieu said that as regards the mission to Iceland and the visit there of Dr. Pugh of the Medical Research Council, Dr. Pugh has now returned and had prepared a report. He understood that his findings would be made available to the President and to the Committee of Inquiry.

MONDAY, MARCH 4

Snow at Aldergrove Airport

In answer to a question on methods used for clearing snow and slush off the runways at Aldergrove Airport in County Antrim; and stocks of machinery, implements and materials kept for such purpose, Mr. Mallalieu said the methods were described in the Aerodrome Section of the 'United Kingdom Air Pilot'. The machinery, implements and materials kept at Aldergrove were adequate to deal with all save abnormal snow conditions.

Supertankers

Asked for the number of registered British oil tankers of over 100 000 tons, in each of the last five years and for the total number of oil tankers of over 100 000 tons operating in the world, in each of the last five years, Mr. Mallalieu gave the following information:

Number of tankers of over 100,000 tons deadweight

(i) registered in the United Kingdom[1], and
(ii) operating in the world

At December 31	1963	1964	1965	1966	1967
Registered in the United Kingdom	Nil	Nil	1	2	6
All tankers	4	5	12	30	56

(1) In addition, in the Commonwealth outside the United Kingdom one British tanker of this size was registered at end-1965 and end-1966, and two at end-1967.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sales	Auctioneers
March 12 & 13	Technical and miscellaneous stores	Western Command Ordnance Depot, Hereford.	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 4366).

Induction motors 1½ to 20 h.p.; chain blocks, engine analyzers, soldering irons and tool kits; hydraulic test pump 600 p.s.i.; Smith's hearths; industrial vacuum cleaners; Singer sewing machines; hydraulic pumping units; laboratory benches with sinks and gas taps; laundry equipment; electrical equipment including capacitors, transformers; amplifiers, receivers, wireless, signal, M.T. and aircraft spares; generating sets; binoculars; prismatic compasses; theodolites; Avo minors; dial sights; telephone sets; oscilloscopes; Thames personnel vans; batteries and used tyres; machine tools and hydraulic jacks; greatcoats; B.D. trousers and blouses; army boots (unworn); cap comforters; mattresses, blankets ; scrap textiles; camping equipment including sheets, bivouac tents; ground sheets, sleeping bags, safari kits and tarpaulins; wrist watches, and a large selection of general stores.

March 19-20	Vehicles, miscellaneous stores	Auctioneers premises, Belfast	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233).

Saloon cars; Brockhouse and Sankey ½-ton cargo trailers; Bedford cargo trucks; AEC tractors; Ford cargo trucks with winch; radio station trucks, Landrover, Austin Champ, Daimler, Ford, Standard, Bedford, Morris, Humber, Hillman and Commer spares and batteries; Lucas vehicles spares; Rolls Royce, Austin, Bedford Standard and Landrover engines; BSA motor cycles; Westalite transformer/receivers; Seagull outboard motors; metal boxes; hand mowing machines and gardening implements; wireless and telephone sets; telephone cable; 4-ton hydraulic jacks; miscellaneous tools; electrical equipment; clothing, including greatcoats, ankle boots, shoes, battle dress and denim suits, drawers, vests, raincoats, web anklets; pouches; haversacks and packs; groundsheets; curtains; carpets; scrap metals; rubber; canvas, mixed rags; miscellaneous furniture and a large assortment of other general stores.

March 28	Technical and miscellaneous stores	Royal Scots Drill Hall, East Claremont Street, Edinburgh.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).

Machine tools including SS & SC and capstan lathes; universal milling, surface grinding, horizontal grinding and pillar drilling machines; wood cutting bench saw; tool and cutter grinder; 36 in. auto scythe; thread cutting machines, etc.; blacksmith forges; coke forges; various pumping units; air compressors; generators; 1½-ton and 3-ton wall jib cranes; aircraft and M.T. spares; Lancia outboard motor set; Coventry Climax fork lift trucks; ground and workshop equipment; photographic equipment; binoculars; telescopes; watches; neoprene covers for cockpits, wheels, engines, rotor blades, etc.; various wooden boxes, crates and cases; electrical equipment and electronic valves; dental equipment; textiles including blankets, industrial gloves and gauntlets; webbing bandoliers; mixed rags; old rubber tyres; rugs and mats; ankle boots and miscellaneous clothing.

April 2 to 4 (incl).	Technical and miscellaneous stores	The Lido Ballroom, Winchester, Hants.	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareman, Hants. (Tel. 4211).

Machine tools including radial drills; tool drilling and universal grinding machines; centre, screw cutting, SS & SC and capstan lathes; bench drilling machines; valve refacing, cylinder boring and internal grinding machines; hacksawing machines; bandsaws; circular saws, etc.; binoculars, telescopes; pocket and stop watches; theodolites; cameras and photographic equipment; electrical equipment and spares; generators; alternators; steel binning; wireless valves and transformers; hand tools and tool kits; furniture and kitchenware; textiles including mattresses; rugs and mats, mixed rags, old canvas and webbing; hand operated fire pumps; safes and security boxes; jerricans; steel helmets; various paints and a large assortment of general stores.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior and up to the date of sale, price 1s. 0d. (postal order only).

NISSEN HUTS

Approximately 80 Nissen Huts size 16 ft. by 36 ft. and a further 40 Nissen Huts size 24 ft. by 66 ft. as well as a large quantity of Nissen Hut components are to be sold at a Ministry of Defence Auction Sale in BELFAST on Wednesday, March 20, 1968. All the Huts will be sold as single lots.
Further details and catalogues are obtainable from: Osborne King & Megran, 14 Montgomery Street, Belfast, 1. (Postal Order for 1s. 0d. please).

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence auction sales to be held at HEREFORD on March 12-13, EDINBURGH on March 28 and WINCHESTER on April 2 to 4, 1968.
They will be sold by sizes, most lots not exceeding 200 pairs.
Catalogues, price 1s. 0d. (postal order only) are available from the relevant auctioneers:
HEREFORD – Russell, Baldwin & Bright, 20-21 King Street, Hereford.
EDINBURGH – Dixon & Wallace Ltd., Bank Buildings, Graham Square, Glasgow, E.1.
WINCHESTER – Richard Austin & Wyatt, 70 High Street, Fareham, Hants.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	170	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	162	134	163	183	163	+217	+129	+ 2	+ 6
1967		133*				111		125*	165*				— 36*	—49*	+10
1966															
2nd quarter	130	133	160	157	129	110	162	132	164	183	164	+ 59	— 2	—19	+26
3rd quarter	131	134	160	157	127	109	163	135	166	182	166	+103	+ 91	+25	—15
4th quarter	132	132	162	158	127	109	163	133	159	186	169	— 17	— 7	— 9	—24
1967															
1st quarter	132	132	166	160	129	109	164	127	164	190	173	+ 47	+ 2	—11	+14
2nd quarter	133	133	166	161	129	109	175	133	177	198	187	+ 37	+ 3	—11	+14
3rd quarter	132	133	169	165	131	111	171	125	166	207	189	— 25	— 17	—17	—20
4th quarter		134*				113		115*	156*				— 24*	—10*	+ 2
1967															
July		133				110									
August		133				111									
September		132				111									
October		132*				112									
November		134*				114									
December		136*				114									
1968															
January						114									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†							
	at 1958 prices							Mid-month or monthly average		Quarter of quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1967	142*	114*	140·3	+2·5	112·0*	134·3*	175·3	515	174		168	155	
1966													
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 21
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—121
3rd quarter	147	100*	139·8	+1·7	110·9	134·7	177·3	555	158		162	157	— 36
4th quarter	142*	114*	141·5	+2·1	116·7*	135·9*	174·5	538	182		178	138	
1967													
July	147	102*	140·1	+2·3	109·7	134·4	176·7	543	155		157	163	
August	146	100*	139·7	+1·4	111·0	134·7	177·1	559	155		162	155	
September	147	100*	139·6	+1·5	112·0	134·9	178·1	563	165		166	150	
October	145*	103*	140·6	+2·0	111·9	135·4	178·7	541	176		163	125	
November	144*	112*	141·5	+1·9	116·1	135·4	179·7	536	181		180	125	
December	142*	114*	142·4	+2·4	121·9*	136·4*	180·3	538	190		190	164	
1968													
January			142·9	+2·7	122·9*	137·0*	184·1	520	186		194	185	
February								503*	185*				

*Provisional. †Not seasonally adjusted.

Trends in private pension funds' investment

THE FOURTH QUARTER of 1967 did not show the substantial rise on the previous quarter indicated as likely by past data and net investment rose by only £5 million to £68 million. This low figure combined with the low first three quarters gave a yearly total of net investment of £250 million, a fall of about 14 per cent on 1966 although the revision of the sample may account for some part of this drop.

In the fourth quarter there was a reversal of the recent disinvestment in British Government securities, to an investment of £40 million, mainly occurring after devaluation, and a further increase to £53 million for company securities. Holdings of local authorities' bills and temporary money and to a lesser extent cash fell off sharply.

The features of investment during the quarter were the favouring of British Government securities with maturity of over 15 years (investment of £44 million) and another rise in the proportion of investment in ordinary shares. Contrasting with past disinvestment a small investment was shown against Overseas Government securities due largely to some new issues.

For the year, investments in British Government securities were maintained at about the level of 1966 as were the ordinary shares of companies, but debentures attracted only about half the 1966 level of investment. Other investment, mainly land, property and ground rents, increased over the year to £51 million with the growth of property unit trusts. Total net cash and other short term assets were run down.

Compared with past years, the share of company securities in total net investment fell to 71 per cent (1966, 78 per cent; 1965, 69 per cent). The proportion of ordinary shares rose to 49 per cent (1966, 43 per cent; 1965, 37 per cent.)

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and non-profit-making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always equal to the sum of their components because of rounding; similarly, the figures of net investment are not always equal to the difference between the rounded figures of the value of assets acquired and assets realized. The coverage of the inquiry was revised at the beginning of 1967. For a further description of these statistics see *Board of Trade Journal*, July 7, 1967.

Net investment in assets by private pension funds (1)

£ million

Assets	Net Investment								Transactions					
		1966					1967			4th quarter, 1967			Year 1967	
	Year 1965	1st quarter	2nd quarter	3rd quarter	4th quarter	Year 1966	1st quarter (2)	2nd quarter (2)	3rd quarter (2)	Assets Acquired	Assets Realized	Net Investment (2)	Assets Acquired	Assets Realized	Net Investment (2)
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	+ 11·7	+ 5·3	— 7·3	— 5·1	— 2·1	— 9·2	+ 5·4	+10·3	— 25·1	33·5	38·8	— 5·3	142·1	156·8	— 14·7
Over 5 and up to 10 years	+ 13·9	— 6·9	— 7·2	—11·9	—14·0	— 40·0	— 5·0	+14·4	— 1·1	6·3	7·0	— 0·7	50·9	43·3	+ 7·6
Over 10 and up to 15 years	+ 31·1	—10·7	— 1·4	— 3·2	—19·1	— 34·4	—26·1	— 4·7	+ 6·4	12·0	9·9	+ 2·1	48·1	70·4	— 22·3
Over 15 years	— 4·8	+12·6	+15·7	+15·2	+61·9	+105·4	+46·9	—35·3	+ 1·0	87·0	43·2	+ 43·8	323·4	267·0	+ 56·4
Undated	+ 1·5	— 0·5	+ 3·6	+ 5·5	— 1·9	+ 6·7	+ 1·3	— 4·1	+ 0·2	4·2	4·4	— 0·2	11·5	14·3	— 2·8
United Kingdom local authority securities.															
Quoted:															
Period to maturity:															
Up to 10 years	+ 3·5	—	+ 3·0	— 2·2	— 2·9	— 2·1	— 3·0	— 2·2	— 2·4	0·8	3·8	— 3·0	12·4	23·0	— 10·6
Over 10 and up to 15 years	+ 4·0	+ 3·8	+ 1·9	— 1·4	— 0·1	+ 4·3	+ 1·5	+ 3·3	— 2·3	0·4	2·9	— 2·5	11·4	11·4	—
Over 15 years and undated.	+ 14·4	+ 0·4	— 0·9	— 0·5	+ 1·1	+ 0·2	+ 6·0	+ 6·3	— 1·9	1·4	4·8	— 3·4	20·9	13·9	+ 7·0
Unquoted	+ 1·1	+ 0·5	— 1·8	— 0·5	— 0·1	— 1·9	— 1·2	+ 0·7	— 0·6	6·1	3·0	+ 3·1	11·4	9·4	+ 2·0
Total of public sector securities	+ 73·5	+ 4·3	+ 5·6	— 4·0	+22·8	+ 28·8	+25·8	—11·4	— 25·8	151·8	117·8	+34·0	632·1	609·5	+ 22·6
Other investments:															
Company securities:															
Ordinary shares	+101·6	+40·4	+34·6	+29·4	+20·1	+124·4	+21·6	+27·5	+ 34·4	95·1	56·7	+ 38·4	269·1	147·2	+121·9
Preference shares	— 7·0	+ 0·3	— 1·6	— 0·2	— 1·4	— 3·0	— 0·4	— 1·1	— 1·7	3·5	3·1	+ 0·4	6·3	4·1	— 2·8
Debentures, etc.	+ 94·0	+34·4	+19·7	+23·7	+28·8	+106·6	+16·1	+16·1	+12·3	29·3	14·6	+ 14·7	107·9	48·7	+ 59·2
Mortgages and loans.	+ 5·1	+ 2·5	+ 0·9	— 0·4	+ 0·3	+ 3·3	— 1·0	+ 1·5	+ 0·9	1·7	2·3	— 0·6	11·0	10·2	+ 0·8
Overseas government, etc., securities	— 3·3	— 0·8	— 1·6	— 0·8	— 1·3	— 4·5	+ 0·8	— 0·7	— 0·3	5·5	1·5	+ 4·0	11·2	7·4	+ 3·8
Other investments	+ 22·8	+ 1·4	+10·3	+ 5·7	+ 8·7	+ 26·1	+ 8·9	+ 7·0	+17·1	19·0	0·5	+ 18·5	53·7	2·2	+ 51·5
Total of other investments	+213·2	+78·3	+62·3	+57·4	+53·3	+253·3	+46·1	+30·3	+62·7	154·1	78·7	+ 75·4	459·2	224·8	+234·4
Total of investments	+286·7	+82·6	+68·0	+53·3	+78·1	+282·1	+71·9	+38·9	+36·9	305·9	196·5	+109·4	1,091·3	834·3	+257·0
										Balances:			Balances:		
										Sept. 30, 1967	Dec. 31, 1967		Jan. 1, 1967	Dec. 31, 1967	
Cash and other short-term assets:															
Cash in hand and with UK banks	— 0·2	— 3·3	+ 2·5	— 6·3	+21·0	+ 13·9	—17·4	+16·7	+ 6·0	55·6	42·6	— 13·0	50·3	42·6	— 7·7
UK local authority bills and temporary money	— 7·8	— 4·8	+ 3·0	— 3·0	— 2·5	— 7·3	— 3·4	+18·4	+17·1	53·8	21·9	— 31·9	21·7	21·9	+ 0·2
Other short-term assets	+ 1·0	+ 0·5	— 0·2	+ 5·0	— 2·1	+ 3·2	— 4·1	+ 0·2	+ 1·8	20·1	24·3	+ 4·2	22·2	24·3	+ 2·1
Short-term liabilities.	— 6·0	— 2·9	+ 5·7	— 1·6	— 1·0	+ 0·2	+ 1·2	— 3·6	+ 1·3	14·4	14·7	— 0·3	13·3	14·7	— 1·4
Total net cash and other short-term assets	— 12·9	—10·6	+11·0	— 5·9	+15·5	+ 10·0	—23·8	+31·7	+26·2	115·1	174·1	— 41·0	80·9	74·1	— 6·8
Total net investment	+273·8	+72·0	+79·0	+47·4	+93·6	+292·1	+48·1	+70·6	+63·1			+ 68·4			+ 250·2

(1) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
(2) On revised basis – see *Board of Trade Journal*, July 7, 1967, page 42.
— = Nil or less than £·05 million.

Food consumption levels in the United Kingdom

THE FIRST OCCASION on which official data on food consumption levels were produced was in 1943. They were prepared at the request of the wartime Combined Food Board arising from an historic joint statement made in the previous year by the Prime Minister of the United Kingdom and the President of the United States that 'in principle, the entire food resources of Great Britain and the United States would be deemed to be a common pool'. To enable this arrangement to be met, it was agreed that some form of measurement common to both countries was required. Hitherto, no such measure had existed, and the food consumption level tables were devised to satisfy this need. Because of the continuing interest in these results, figures for the United Kingdom continue to be presented each year in the same form.

The broad principles on which the tables are based also remain unchanged. They are that for a given period the total supplies of food from all sources are assessed; to arrive at the total moving into human consumption, deductions are made for exports, waste and non-food uses, and this total is then divided by the population to give average consumption per head. The theory is simple, but in practice there are considerable difficulties in measuring supplies, ensuring complete coverage and avoiding duplication.

Imports are well recorded, and few problems exist in estimating the amounts of these going for human consumption. Statistics of home production vary much more and include information derived from agricultural census figures, returns received from processors of manufactured foods, and sample surveys. When dealing with processed foodstuffs, consideration has to be given to the stage in manufacture at which the supply is to be measured; for example, as wheat or as flour, or as bread. From experience it has been found that the most convenient point at which to measure the product is at the first stage of processing. Thus, in the example given, the supply would be the quantity of flour produced. Hence the figures represent disappearance into distribution rather than into final consumption.

Since the data do not measure changes in wholesale and retail stocks, it is in effect assumed that such end-year stocks remain constant; this may to some extent affect year to year comparisons of non-perishable foodstuffs such as sugar and tea.

Whenever possible, attempts are made to aggregate in common units the items within sub-groups so that sub-totals can be shown, e.g. in the Dairy Products group, totals are shown in the form of milk solids. The conversion factors used have been revised in the light of up-to-date information; those in use for 1966 are shown in Table VI. The commodities marked by an asterisk are composite items and the factors used may vary from year to year with any change in the composition or proportion of the various foods included. No attempt has been made to provide an overall aggregate for all foods, except, of course, for calories and nutrients in Tables III to V.

The figures are all national averages. They represent not what any particular individual obtains, but what, on average, is available to the whole population for consumption. They are the only available figures for total consumption by the population as a whole, and the only means of comparing the overall food position in different periods.

In producing estimates over a long run of years, it is inevitable that breaks in basic data and in methods of calculation will occur. Estimates for the pre-war period and from 1948 onwards measure consumption per head by the *de facto* population of the United Kingdom. From 1940 to 1947 (with the increase in numbers of Armed Forces based in the United Kingdom, fed at different ration scales) the estimates relate only to civilian population. For fruit and vegetables the estimates of consumption prior to 1959 were derived directly from statistics of supplies (imports plus home production); improved methods for allowing for wastage were introduced from 1948 onwards, and a further improvement was made to the series in 1959 when the point of measurement was transferred from the wholesale to the retail level, and use was made of estimates of consumption obtained from the National Food Survey.

Trends in food supplies (Table I)

The consumption of dairy products has grown by almost 50 per cent since the pre-war period; this is mainly attributable to the increased consumption of liquid milk, which in 1966 was 83 pints more than before the war. Consumption of liquid milk was at its highest in 1951 at 268 pints per head, but then gradually declined, and since the early '60's has been maintained at just over 250 pints per head. In the war and immediate post-war years no significant supplies of cream were available, but from 1953 consumption has increased annually and is now about two-thirds greater than before the war. Condensed milk has declined in popularity, falling from 10.5 lb. per head pre-war to 3.3 lb. per head in 1966, whilst evaporated milk has increased from 2.6 lb. to 4.3 lb.

Total supplies of meat per head have increased by nearly 8 per cent since the pre-war period, but the main changes are in the pattern of consumption. Beef has not regained its pre-war level, and although consumption rose immediately following decontrol, there has been a decline in recent years, while supplies of pork and poultry have increased. Consumption of pork has doubled since before the war and that of poultry more than trebled, whilst bacon and ham and mutton and lamb have fallen marginally. Total meat supplies were at their lowest in 1948 and 1949, not during the war years. An important amendment to the conversion rate of meat from carcase to edible weight has had the effect of increasing (compared with earlier estimates) the edible weight by about 2 lb. per head throughout the whole of the period.

Total supplies of fish, which had been at their highest in the early post-war years, declined throughout the 1950s and were maintained in the '60s at about 21 lb. per head. Consumption of canned fish recovered to its pre-war level (3.5 lb.) in 1959 but has fallen away since then to 2.9 lb. in 1966.

It was not until 1953 that supplies of eggs regained the pre-war level of 201 per head per annum; they rose to 248 in 1964, an increase of nearly a quarter, and have since remained at about this level. Usage of egg products greatly increased during the war to make up for the shortage of shell eggs, but has now fallen to a little above the pre-war level.

The total consumption of oils and fats increased only slightly (7 per cent) between the pre-war period and 1966. Following the end of rationing in 1953, consumption of butter increased rapidly from 13.2 lb. per head in that year to 20.0 lb. in 1958. Supplies have been less variable since the introduction of quota arrangements in 1962 and consumption has remained at about the same level, some 4½ lb. lower than before the war. During the war years consumption of margarine was about double the pre-war level; supplies of butter remained short for some years after the war, and margarine consumption reached its highest point at 19.3 lb. in 1952; it has since declined to 12.0 lb. in 1966, about a third more than pre-war.

United Kingdom supplies of refined sugar increased appreciably in the immediate post-war years, and following derationing in 1953, consumption rose rapidly, reaching about 115 lb. per head in 1958, but since then it has declined to nearly 109 lb. in 1966.

There has been a slight contraction in total consumption of fruit, but citrus fruit was slow to recover from the shortages of the war years and is still only about 70 per cent of its pre-war level. Imported fruit juices have increased from 1.0 lb. per head to 5.2 lb.; most of the increase, however, is in citrus fruit juices, and if these are expressed in terms of fresh fruit equivalent, total supplies are about 90 per cent of pre-war. Canned fruit has nearly doubled from 10.3 lb. pre-war to 18.7 lb. in 1966, whilst dried fruit, currently at 5.4 lb., has fallen by nearly a third.

The consumption of dried pulses is about the same as the pre-war level, but that of nuts has nearly trebled from 2.1 lb. per head to 5.2 lb.

Because of shortages of other foods much larger quantities of potatoes were eaten during the war, and consumption reached its highest point in 1947 when half as much again was consumed as

(*Text continued on page* 756)

Table 1. Food supplies per head per annum moving into human consumption in the United Kingdom

(lb. per head per annum)

	Pre-war (a)	1940	1941	1942	1943	1944	1945	1946	1947	1948	1949
I. Dairy Products (excluding butter)											
Liquid milk	217·1	233·3	265·0	283·7	298·6	308·0	314·0	309·4	303·0	319·3	337·1
(Pints per head per annum)	(168)	(181)	(206)	(220)	(232)	(239)	(244)	(240)	(235)	(248)	(262)
Cream (40% fat content)	1·5	0·5	—	—	—	—	—	—	—	—	—
Cheese	8·8	8·2	8·3	14·0	11·5	10·3	9·7	10·0	9·3	8·5	9·9
Evaporated milk, full cream, unsweetened	2·6	1·2	3·6	3·0	1·7	1·6	1·8	4·3	3·8	3·4	3·5
Condensed milk, full cream, sweetened	4·3	3·2	0·7	1·1	1·4	1·0	1·0	1·0	1·1	1·4	2·0
Condensed milk, machine skimmed	6·2	3·6	1·2	1·1	1·8	1·6	1·5	1·4	1·2	1·1	2·3
Dried whole milk	0·6	0·5	0·4	0·6	0·8	1·0	1·1	1·3	1·6	1·5	1·3
Dried skimmed milk	0·8	1·1	0·4	2·3	3·4	2·1	2·4	1·0	1·7	0·6	0·6
Milk as liquid in manufactured products not elsewhere specified	1·1	1·4	0·8	0·5	0·4	0·3	0·5	0·3	0·1	0·9	2·2
Total (converted to milk solids)	38·4	38·4	40·8	48·7	50·0	49·0	49·9	49·3	48·6	48·9	52·7
As percentage of pre-war	100	100	106	127	130	128	130	128	127	127	137
II. Meat											
Beef – bone-in	53·2	45·8	36·3	24·6	23·5	27·3	29·3	33·1	32·1	33·7	35·0
Beef – bone out	1·7	2·2	7·0	15·6	9·4	9·2	3·5	10·2	10·2	5·7	3·1
Mutton and lamb	25·2	30·1	21·6	24·1	26·2	22·4	25·6	24·3	24·3	22·8	21·9
Pork	12·3	9·8	6·8	4·9	7·4	14·8	11·2	3·2	1·0	1·1	2·4
Offal	7·4	7·1	6·1	5·5	5·6	6·8	5·6	6·0	6·0	6·5	6·7
Canned meat (imported)	3·1	1·2	2·5	7·4	7·9	5·9	8·4	13·6	11·8	6·3	5·3
Bacon and ham	26·4	20·2	19·1	19·4	18·5	23·6	16·8	15·1	10·2	10·9	13·6
Poultry	5·1	3·9	3·9	3·7	3·3	3·0	2·9	4·0	4·8	5·0	5·6
Game and rabbits	3·7	3·6	2·2	1·5	1·3	1·4	1·4	1·5	2·0	2·4	3·8
Total (converted to edible weight)	118·9	106·7	91·7	94·2	90·6	100·2	91·1	97·4	90·1	82·6	84·2
As percentage of pre-war	100	90	77	79	76	84	77	82	76	69	71
III. Fish											
Fresh, frozen and cured (wet fillet equivalent)	21·8	11·1	11·3	13·1	14·2	16·0	20·2	26·3	28·4	28·7	25·2
Shell fish, fresh and frozen (edible weight)	0·9	0·8	0·8	0·8	1·0	1·0	1·0	0·7	0·7	0·7	0·7
Canned fish (imported)	3·5	5·2	3·4	2·8	3·1	3·3	3·4	3·5	2·9	1·8	1·5
Total (edible weight)	26·2	17·1	15·5	16·7	18·3	20·3	24·7	30·5	32·0	31·2	27·4
As percentage of pre-war	100	65	59	64	70	77	94	116	122	119	105
IV. Eggs											
Shell eggs	25·9	25·4	23·1	16·4	13·7	13·9	17·0	18·0	17·9	20·6	25·4
(number per head per annum)	(201)	(197)	(179)	(127)	(106)	(108)	(132)	(140)	(139)	(160)	(197)
Egg products (shell egg equivalent)	2·4	3·0	2·3	8·7	11·9	12·9	13·4	8·1	7·0	5·1	2·9
Total	28·3	28·4	25·4	25·1	25·6	26·8	30·4	26·1	24·9	25·7	28·3
As percentage of pre-war	100	100	90	89	90	95	107	92	88	91	100
V. Oils and Fats (visible)											
Butter	24·7	14·0	10·2	7·7	7·6	7·7	8·5	11·0	11·2	12·6	13·9
Margarine (gross)	8·7	15·4	17·5	17·4	17·0	17·8	17·1	15·1	15·0	17·9	18·4
(net) (b)	8·7	15·4	17·5	17·4	17·0	17·8	17·1	15·1	15·0	17·9	18·4
Lard and compound cooking fat	9·3	9·1	10·0	11·9	11·8	12·1	10·1	8·0	7·4	8·0	11·3
Other edible oils and fats	10·0	9·4	8·5	8·1	6·6	6·9	6·7	7·0	6·6	7·3	9·1
Total (converted to fat content)	47·1	43·2	41·7	41·1	39·1	40·5	38·4	36·8	36·0	40·9	47·4
As percentage of pre-war	100	92	89	87	83	86	82	78	76	87	101
VI. Sugar and Syrups											
Sugar refined (c) (i) (gross)	100·6	74·5	68·9	69·4	69·3	74·0	70·8	79·5	83·8	85·1	93·3
(ii)	96·5	72·1	65·9	66·6	66·5	70·8	66·9	76·5	80·7	82·5	90·6
(iii) (net)	90·9	68·7	64·4	64·9	64·7	69·0	65·2	74·9	78·6	80·1	87·5
Honey	0·4	0·4	0·3	0·4	0·2	0·4	0·4	0·4	0·7	0·6	1·2
Glucose	6·7	6·7	3·8	3·2	3·0	3·1	3·3	3·1	3·6	3·3	4·0
Total (sugar content) (gross)	106·4	80·3	72·3	72·3	71·9	76·9	73·8	82·4	87·2	88·3	97·5
(net)	95·8	73·6	66·9	66·9	66·7	71·3	67·5	77·3	81·5	83·0	91·4
As a percentage of pre-war:											
Total sugar content (gross)	100	75	68	68	68	72	69	77	82	83	92
(net)	100	77	70	70	70	74	70	81	85	87	95
Sugar refined (ii)	100	75	68	69	69	73	69	79	84	85	94
VII. Fruit											
Fresh citrus fruit	28·5	20·4	4·0	4·7	2·0	7·1	14·8	13·6	20·8	24·4	16·4
Other fresh fruit	50·0	38·8	12·6	32·5	26·7	25·2	21·1	38·1	47·4	43·3	43·2
Canned fruit	10·3	7·6	1·9	2·9	2·9	0·7	0·1	2·4	4·3	4·8	6·6
Imported fruit juices (in natural strength)	1·0	0·5	0·5	1·3	3·8	4·8	3·9	4·0	3·5	4·7	4·1
Imported fruit pulp (d)	3·7	3·4	2·1	4·1	5·2	4·5	5·0	4·4	4·1	2·0	1·3
Imported dried fruit	8·0	7·2	7·9	8·5	6·1	9·6	8·1	8·3	7·8	7·3	7·9
Total (converted to fresh equivalent)	124·0	97·9	52·3	79·8	67·4	84·5	80·3	98·4	113·3	111·7	101·6
As percentage of pre-war	100	79	42	64	54	68	65	79	91	90	82
VIII. Pulses and Nuts											
Dried pulses (e)	7·4	4·6	6·3	5·0	4·2	4·6	4·7	4·8	6·0	4·1	6·1
Shelled nuts and soya flour	2·1	2·3	1·2	1·1	1·8	2·2	1·6	1·7	2·0	2·0	3·2
Total	9·5	6·9	7·5	6·1	6·0	6·8	6·3	6·5	8·0	6·1	9·3
As percentage of pre-war	100	73	79	64	63	72	66	68	84	64	98
IX. Potatoes	190·0	166·4	188·2	224·9	248·8	274·6	260·2	281·2	285·9	255·3	250·6
As percentage of pre-war (f)	100	88	99	118	131	145	137	148	150	134	132
X. Other Vegetables											
Fresh tomatoes	10·4	8·2	6·9	8·6	8·9	8·2	9·1	9·2	15·1	17·4	20·1
Imported canned tomatoes (including juice and puree)	2·0	—	0·1	3·4	0·3	0·2	0·5	0·6	2·0	3·4	2·6
Cabbage and greens	46·6	46·5	50·7	57·5	56·4	57·3	55·7	54·4	51·3	45·1	41·9
Leafy salads	3·1	3·8	3·3	3·7	3·3	4·1	4·0	4·2	4·2	4·8	3·9
Fresh carrots	8·9	10·9	14·3	16·5	14·8	15·3	15·8	12·8	13·2	14·9	10·8
Fresh legumes	9·3	10·7	10·0	10·8	9·2	11·3	14·3	10·6	7·4	15·0	11·3

(lb. per head per annum)

1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
344·6	345·2	338·8	329·5	328·2	324·2	323·1	317·9	318·9	318·7	320·8	322·3	323·4	324·2	324·4	323·1	322·8
(267)	(268)	(263)	(256)	(255)	(252)	(251)	(247)	(248)	(247)	(249)	(250)	(251)	(252)	(252)	(251)	(251)
—	0·1	—	0·4	0·5	0·6	0·7	0·8	1·0	1·2	1·3	1·6	1·7	2·0	2·1	2·3	2·5
10·1	10·5	7·7	9·3	9·4	9·0	9·3	10·0	9·9	9·3	9·9	10·1	10·3	10·2	10·6	10·1	10·5
3·8	3·1	2·6	3·4	3·0	4·0	3·8	3·8	4·3	4·0	3·9	4·1	4·4	4·0	4·2	4·6	4·3
2·1	1·7	2·0	2·0	1·6	1·5	1·2	1·2	1·1	1·1	1·1	1·0	1·0	1·0	1·0	1·1	1·4
2·1	1·0	1·0	1·2	1·1	0·8	1·5	1·7	1·7	1·3	2·1	2·8	2·4	2·6	1·9	1·8	1·9
1·4	1·4	1·2	1·5	1·4	1·3	1·5	1·6	1·6	1·7	1·7	1·7	1·8	1·7	1·7	1·8	1·8
1·0	1·8	1·3	1·2	1·9	1·8	2·0	1·4	2·0	2·4	2·6	2·2	2·5	2·7	2·9	2·3	2·5
4·3	4·7	6·8	10·8	11·8	11·6	14·5	14·9	14·2	14·0	14·4	14·9	14·8	15·2	16·3	15·5	18·3
54·4	55·1	52·0	53·0	53·3	52·6	53·5	52·9	53·6	53·6	54·6	55·0	55·6	55·8	56·4	55·5	56·4
142	143	135	138	139	137	139	138	140	140	142	143	145	145	147	145	147
43·4	33·2	31·0	36·5	43·5	44·8	51·8	51·9	48·5	42·3	45·1	47·4	48·6	51·0	44·1	39·3	41·2
3·3	0·5	1·4	0·3	0·9	1·9	1·7	2·2	2·5	2·3	2·1	1·5	2·3	1·8	3·2	4·8	4·0
23·1	15·4	21·4	24·2	21·7	24·4	23·2	21·9	22·2	25·2	24·5	25·4	24·7	23·6	23·6	22·9	23·4
4·3	4·3	7·9	12·1	17·7	17·9	16·5	17·3	19·1	18·9	19·2	19·1	21·4	21·4	22·7	25·6	24·4
6·5	6·7	6·8	6·5	7·9	8·0	8·3	8·8	8·6	8·2	8·6	9·1	9·4	9·6	9·8	9·6	9·8
9·4	10·1	8·8	6·3	7·3	8·5	7·9	9·1	8·7	9·1	8·5	8·7	8·2	7·7	7·8	6·8	7·1
21·4	19·4	22·9	24·9	25·0	24·8	23·3	23·6	24·2	24·2	25·0	25·2	26·1	25·1	23·2	25·7	24·6
5·6	5·5	5·5	5·3	5·6	6·4	7·2	7·9	9·5	11·1	11·7	14·1	14·9	14·9	15·8	16·4	17·5
1·7	2·7	2·2	1·9	1·1	0·5	0·4	0·6	0·6	0·6	0·6	0·6	0·6	0·5	0·6	0·6	0·7
103·4	84·3	92·4	101·0	111·9	117·7	120·3	123·1	123·2	120·7	123·0	127·7	131·9	131·1	128·8	128·3	128·9
87	71	78	85	94	99	101	103	103	101	103	107	111	110	108	108	108
19·8	22·0	20·8	18·8	18·3	19·0	19·3	18·9	18·8	17·5	17·9	17·2	17·3	16·4	17·3	17·4	16·8
0·6	0·8	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·9
1·3	1·2	1·1	0·9	1·8	1·6	2·4	2·2	3·2	3·5	2·6	2·1	3·2	2·6	3·2	2·8	2·9
21·7	24·0	22·6	20·4	20·8	21·3	22·4	21·8	22·7	21·7	21·2	20·0	21·2	19·7	21·2	20·9	20·6
83	92	86	78	79	81	85	83	87	83	81	76	81	75	81	80	79
28·2	24·5	25·1	25·9	28·4	27·0	27·3	28·9	29·7	29·8	30·5	31·2	31·1	30·6	31·9	31·9	31·6
(219)	(190)	(195)	(201)	(221)	(210)	(212)	(225)	(231)	(232)	(237)	(243)	(242)	(237)	(248)	(248)	(246)
3·2	3·1	2·5	2·3	1·6	2·4	2·1	2·0	2·1	3·0	2·6	2·5	2·5	2·5	2·6	2·3	2·7
31·4	27·6	27·6	28·2	30·0	29·4	29·4	30·9	31·8	32·8	33·1	33·7	33·6	33·1	34·5	34·2	34·3
111	98	98	100	106	104	104	109	112	116	117	119	119	117	122	121	121
16·9	14·6	10·9	13·2	14·1	14·7	15·5	17·3	20·0	18·5	18·3	19·6	20·2	19·1	19·7	19·4	20·0
17·0	18·7	19·3	17·8	18·3	17·9	17·1	15·5	13·7	14·8	14·7	13·3	13·1	13·3	13·3	12·0	12·0
17·0	18·7	19·3	17·8	18·3	17·7	17·0	15·1	13·4	13·8	13·1	12·4	11·3	11·0	10·1	9·8	11·3
10·8	12·1	11·0	9·7	10·1	10·6	10·7	10·4	10·8	12·0	12·9	11·9	13·1	14·1	14·7	13·4	12·4
8·5	9·5	8·7	10·2	11·6	10·3	10·4	11·2	9·8	9·6	9·6	10·9	11·0	11·2	11·1	11·5	12·0
47·7	49·5	45·1	45·8	48·8	48·0	48·3	48·6	48·5	48·5	48·6	49·4	50·2	50·2	50·6	49·2	50·5
101	105	96	97	104	102	103	103	103	103	103	105	107	107	107	104	107
86·0	95·0	90·4	98·7	106·1	108·8	109·8	111·7	115·5	111·3	112·0	113·6	111·1	111·5	107·6	107·8	108·9
83·3	92·3	87·7	96·0	103·1	105·7	106·9	108·8	112·4	108·1	108·6	110·2	107·6	108·0	103·9	104·2	105·3
80·3	89·5	84·8	92·3	99·8	101·9	102·9	105·1	108·2	103·8	104·2	106·0	103·1	103·1	98·9	99·6	100·1
0·7	0·7	0·8	0·7	0·5	0·6	0·5	0·5	0·6	0·6	0·6	0·7	0·6	0·6	0·7	0·6	0·7
3·8	4·4	4·2	6·5	7·0	7·0	7·0	7·4	7·3	7·0	7·4	7·6	7·8	8·3	8·4	9·3	9·6
89·7	99·1	94·4	104·5	111·7	114·5	115·9	118·2	121·9	117·5	118·5	120·3	117·9	118·8	115·0	116·2	117·5
83·7	93·4	88·6	97·9	105·7	107·9	108·8	111·3	114·4	109·8	110·6	112·5	109·8	110·2	106·1	107·8	108·5
84	93	89	98	105	108	109	111	115	110	111	113	113	112	108	109	110
87	97	92	102	110	113	114	116	119	115	115	117	115	115	111	112	113
86	96	91	99	107	110	111	113	116	112	113	114	112	112	108	108	109
17·7	19·4	16·0	20·3	18·6	18·6	16·5	18·2	16·7	19·9	20·7	19·8	20·1	18·1	20·5	19·1	20·0
43·0	48·9	49·6	48·2	47·4	47·9	49·2	49·6	47·3	54·3	53·1	49·8	52·0	53·4	53·2	54·2	53·8
7·2	8·9	6·2	7·7	10·5	13·9	13·8	15·9	16·2	17·4	16·9	17·9	18·8	18·8	19·4	18·8	18·7
3·8	3·7	4·8	3·7	4·0	4·4	4·9	4·6	4·8	4·8	4·9	4·5	4·3	3·9	4·3	5·3	5·2
1·2	2·0	1·2	1·5	1·9	1·3	1·1	1·8	1·4	1·7	1·3	1·4	1·4	1·4	1·2	1·2	1·6
7·0	5·8	6·1	7·2	8·4	6·4	5·7	6·7	6·4	6·3	6·0	5·6	6·8	6·2	5·6	5·6	5·4
103·2	107·7	105·6	112·2	117·6	113·1	110·0	118·1	113·2	124·3	122·4	116·4	124·2	120·3	121·5	122·3	122·1
83	87	85	90	95	91	89	95	91	100	99	94	100	97	98	99	98
7·2	7·0	6·5	7·0	8·4	7·9	9·4	8·9	7·4	7·7	8·1	6·0	7·7	8·2	6·7	7·6	7·2
4·0	3·3	2·9	3·6	3·8	3·5	3·7	3·4	3·7	3·3	3·5	4·0	4·4	4·1	4·5	5·1	5·2
11·2	10·3	9·4	10·6	12·2	11·4	13·1	12·3	11·1	11·0	11·6	10·0	12·1	12·3	11·2	12·7	12·4
118	108	99	112	128	120	138	129	117	116	122	105	127	129	118	134	131
242·1	234·7	251·8	245·3	242·3	234·2	224·5	223·8	212·0	214·8	223·7	226·7	213·6	229·0	226·1	223·1	222·6
127	124	133	129	128	123	118	118	112	113	118	119	112	121	119	117	117
13·9	15·7	16·7	15·7	13·7	15·7	14·3	15·8	14·4	15·8	15·0	15·0	13·9	13·2	14·2	13·1	12·8
4·9	4·7	2·7	3·3	5·3	4·8	4·7	4·8	4·9	4·6	5·3	5·1	5·4	5·6	5·4	5·5	6·0
33·7	38·0	41·1	39·9	36·1	37·5	35·2	40·5	35·8	35·8	36·0	36·3	35·5	30·1	35·9	37·9	35·4
4·1	4·5	4·5	4·4	3·7	4·1	4·3	4·3	4·4	4·8	4·6	4·7	4·2	4·3	4·6	4·4	4·5
10·4	10·7	11·0	12·5	11·4	11·4	11·7	10·5	11·0	9·8	12·4	11·1	10·5	11·3	11·9	12·2	11·7
12·0	12·4	12·8	14·6	14·1	12·6	13·2	13·8	14·4	15·2	18·4	16·9	18·3	18·6	19·3	19·2	20·0

(Continued on next page)

Table 1, *continued*

(lb. per head per annum)

	Pre-war (a)	1940	1941	1942	1943	1944	1945	1946	1947	1948	1949
Other fresh vegetables	37·0	24·7	28·7	29·5	32·2	36·6	35·9	39·5	39·0	35·8	36·1
Other canned vegetables (g)	2·0	1·9	1·9	1·5	1·1	0·2	1·5	1·9	2·6	3·6	5·7
Total (converted to fresh equivalent)	120·4	106·6	116·1	133·4	126·4	133·2	136·8	133·6	135·9	141·6	133·5
As percentage of pre-war	100	89	96	111	105	111	114	111	113	118	111
XI. Grain Products											
Wheat flour	194·5	208·6	237·1	226·6	230·2	233·5	240·7	221·2	224·9	232·9	222·2
Barley products	0·7	0·7	0·8	0·6	0·6	0·9	1·3	1·7	2·0	1·2	1·0
Oat products	5·4	5·0	8·0	9·8	10·8	10·1	9·9	8·7	9·0	7·6	7·4
Rye products	0·3	0·1	0·4	0·8	1·2	1·7	1·7	1·2	0·8	0·6	1·0
Breakfast cereals	1·8	1·8	2·2	2·3	2·0	2·1	2·2	2·5	3·0	3·9	4·0
Rice	4·4	6·6	6·4	3·5	2·9	3·2	0·9	0·3	0·2	0·4	2·1
Starch and other farinaceous foods	3·0	3·0	2·4	2·1	1·2	1·3	1·3	1·6	1·8	3·6	2·8
Total	210·1	225·8	257·3	245·7	248·9	252·8	258·0	237·2	241·7	250·2	240·5
As percentage of pre-war	100	107	122	117	118	120	123	113	115	119	114
XII. Tea, Coffee and Cocoa											
Tea	9·3	8·6	8·1	8·2	7·0	7·3	8·2	8·8	8·5	8·0	8·3
Coffee (bean equivalent)	0·7	1·2	1·2	1·2	1·0	1·2	1·2	1·4	1·6	1·7	1·8
Cocoa powder	1·2	2·7	2·5	2·1	1·6	2·0	2·1	1·7	1·7	1·4	1·5

(a) Based on official estimates relating to various periods between 1934 and 1939.
(b) Excluding ingredients shown as separate items elsewhere in the tables (e.g. butter and lard).
(c) (i) Total consumption of sugar including sugar content of imported manufactured foods; (ii) = (i) less sugar used in the production of alcoholic drinks; (iii) = (i) less sugar used in alcoholic drinks and sugar content of products covered elsewhere in the table to provide a figure for the calculation of calories and nutrients.
(d) Includes home produced fruit pulp up to and including 1947.
(e) Includes dried beans and dried peas for canning.
(f) The pre-war estimate is only an approximate figure. Pre-war consumer surveys suggest that average consumption may have been about 200 lb. per head per annum.
(g) Excludes canned dried peas, canned dried beans (beans in tomato sauce, etc.) and canned tomatoes.

in the pre-war years. Consumption fell steadily between 1948 and 1958, but has remained fairly stable from 1959 onwards, and the 222.6 lb. per head consumed in 1966 was about the average of the past decade. The total *per caput* consumption of other vegetables in terms of fresh equivalent was 13 per cent higher in 1966 than before the war, but there has been a change in the pattern in consumption. Decreases in the consumption of cabbages, greens and other fresh vegetables have been more than offset by increases for tomatoes (both fresh and canned), carrots and fresh legumes (including quick-frozen). The consumption of all canned vegetables has steadily increased over the last few years, and in total is now five times that of the pre-war period.

Consumption of grain products rose by nearly a quarter during the war years, but has since declined steadily and is now some 20 per cent below pre-war, most of this fall being attributable to lower purchases of bread. Breakfast cereals have increased from 1.8 lb. pre-war to 5.6 lb. in 1966.

The consumption of tea increased sharply immediately after decontrol in 1952 and reached a peak of 10.1 lb. per head in 1956, but since then has declined to 8.7 lb. in 1966. On the other hand the consumption of coffee has increased fourfold: the rapid rise during the past 10 years has been mainly in the form of instant coffee. The use of cocoa powder in recent years has differed little from that before the war.

Nutrient content of food supplies

The energy value and nutrient content of the food supplies moving into consumption, shown in Table III, are calculated using appropriate conversion factors which are reviewed periodically (annually since 1963) in order to take account of changes in the composition of foods. In recent years the factors used for calculating the protein, fat and carbohydrate content of foods have been based in the main on those published in *The Composition of Foods*[1], while the nutritive value of flour has been estimated from continuing analyses made by the Government Chemist. The total energy value of food supplies estimated by these factors is somewhat lower than that derived from factors compiled by the Food and Agriculture Organization of the United Nations, which are used in preparing the food consumption tables published by FAO and OECD. To facilitate international comparisons alternative estimates of energy value based on the FAO factors are given at the foot of Table III.

Throughout most of the period under review food supplies provided between 3,100 and 3,200 kcal. per person per day, though during the early years of the war and the immediate post-war years the level fell to about 2,900 kcal. Total protein supplies were maintained at between 80 and 90 g. per person per day. Because of the increased consumption of bread and potatoes during the war and the decreased supplies of meat the provision of animal protein fell during the war years but increased from the early '50s to a level in 1962 about 2" per cent above the pre-war estimate (mainly as the result of greater consumption of dairy products), which has since been maintained (Table V); supplies of vegetable protein were 20 to 30 per cent greater during the war and immediate post-war years than before the war, but have remained at just below the pre-war level since the mid-'50s. The total provision of fat from

Table II. Summary of the main food groups from Table 1

(lb. per head per annum)

	Pre-war	1940	1941	1942	1943	1944	1945	1946	1947	1948	1949
Dairy products (excluding butter) (as milk solids)	38·4	38·4	40·8	48·7	50·0	49·0	49·9	49·3	48·6	48·9	52·7
Meat (including canned meat, bacon and ham) (as edible weight)	118·9	106·7	91·7	94·2	90·6	100·2	91·1	97·4	90·1	82·6	84·2
Fish (edible weight)	26·2	17·1	15·5	16·7	18·3	20·3	24·7	30·5	32·0	31·2	27·4
Eggs and egg products (shell egg equivalent)	28·3	28·4	25·4	25·1	25·6	26·8	30·4	26·1	24·9	25·7	28·3
Oils and fats (visible) (fat content)	47·1	43·2	41·7	41·1	39·1	40·5	38·4	36·8	36·0	40·9	47·4
Sugar and syrup (sugar content gross) (a)	106·4	80·3	72·3	72·3	71·9	76·9	73·8	82·4	87·2	88·3	97·5
Fruit (as fresh equivalent)	124·0	97·9	52·3	79·8	67·4	84·5	80·3	98·4	113·3	111·7	101·6
Pulses and nuts	9·5	6·9	7·5	6·1	6·0	6·8	6·3	6·5	8·0	6·1	9·3
Potatoes	190·9	166·4	188·2	224·9	248·8	274·6	260·2	281·2	285·9	255·3	250·6
Other vegetables (as fresh equivalent)	120·4	106·6	116·1	133·4	126·4	133·2	136·8	133·6	135·9	141·6	133·5
Grain products	210·1	225·8	257·3	245·7	248·9	252·8	258·0	237·2	241·7	250·2	240·5
Tea	9·3	8·6	8·1	8·2	7·0	7·3	8·2	8·8	8·5	8·0	8·3

(a) For further breakdown see Table I.

(lb. per head per annum)

1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
31·5	34·6	32·3	31·2	28·0	28·6	28·6	28·5	28·6	26·7	28·0	26·0	26·7	28·7	29·0	28·4	28·4
4·4	5·3	5·9	3·7	4·1	4·8	5·3	5·4	5·8	5·8	5·5	6·5	7·4	8·1	7·7	8·0	10·0
117·3	128·2	128·3	127·0	118·9	121·8	119·8	126·1	121·8	120·7	127·8	123·1	124·7	122·7	130·6	134·1	135·6
97	106	107	105	99	101	100	105	101	100	106	102	104	102	108	111	113
205·8	203·6	201·7	192·7	187·2	182·5	178·7	172·5	171·5	168·3	165·9	164·0	160·5	161·1	155·5	154·1	153·1
0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7	0·7
6·1	6·5	5·5	5·0	4·2	3·8	4·0	3·6	3·9	3·9	3·4	3·3	3·3	3·4	3·1	3·1	2·9
1·0	0·9	0·9	0·7	0·5	0·4	0·4	0·5	0·4	0·3	0·3	0·3	0·3	0·3	0·3	0·3	0·3
3·5	3·5	3·6	3·8	4·0	4·1	4·2	4·5	4·5	4·7	4·7	4·8	5·0	5·1	5·3	5·2	5·6
2·7	2·7	2·5	2·3	2·2	1·9	2·5	2·4	2·3	2·3	2·6	2·8	3·4	3·0	3·0	3·1	2·8
3·1	3·1	4·6	3·2	3·6	2·6	2·4	2·9	2·7	2·9	2·7	2·6	3·0	3·1	3·3	3·1	3·7
222·9	221·0	219·5	208·4	202·4	196·0	192·9	187·1	186·0	183·1	180·2	178·5	176·2	176·7	171·2	169·1	169·1
106	105	104	99	96	93	92	89	89	87	86	85	84	84	81	81	80
8·5	8·1	8·5	9·5	9·7	9·3	10·1	9·8	9·9	9·7	9·3	9·8	9·5	9·5	9·3	8·9	8·7
1·5	1·7	1·5	1·3	1·3	1·3	1·5	1·6	1·7	1·9	2·1	2·1	2·7	2·9	2·5	2·7	2·9
1·2	1·3	1·1	1·1	1·4	1·6	1·4	1·6	1·3	1·2	1·3	1·1	1·2	1·3	1·2	1·4	1·4

all sources was reduced during and after the war, but subsequently increased from the lowest value reached in 1947 and has amounted to about 140 g. per person per day since the mid-'50s: in 1966 it was 10 per cent above the pre-war level. The estimates for carbohydrates are expressed in terms of available monosaccharides: consumption fell at the start of the war, chiefly because of reduced supplies of sugar, but then increased, and in 1949 reached the highest value recorded during the period; since that date consumption has declined towards a level of about 400 g. per person per day, only 3 per cent below the pre-war estimate.

Changes in the provision of minerals and vitamins during the period covered by the tables largely reflect Government policies with respect to the fortification of foods and the extraction rate of flour. The decision during the war to add *creta praeparata* to flour, together with increased consumption of milk, accounted for the greater consumption of calcium (which has remained at over 1 g. per person per day since 1943), compared with pre-war. The higher extraction rate of flour (mainly 80 or 85 per cent) used during and after the war increased its content of iron and B vitamins; when the extraction rate was allowed to fall the content of iron, thiamine and nicotinic acid was maintained by the restoration to flour of these nutrients, which has continued since decontrol in 1956. Levels of riboflavine have been maintained by increased consumption of milk, which is the main source of this vitamin. The level of fortification of margarine with vitamin A was increased in 1954 to a value comparable to that found naturally in butter, and the greater consumption of this vitamin in recent years, compared with pre-war, has been largely due to this factor and to increased consumption of vegetables and liver. Levels of vitamin C were maintained during the war years when fresh fruit was in short supply, by greatly increased consumption of potatoes. The level of fortification of domestic margarine with vitamin D was raised several times during the war, and the marked rise in consumption of vitamin D in 1945 was due chiefly to this factor and to a considerable increase in the level of fortification of dried milk. The decrease in consumption of vitamin D between 1948 and 1953 was due to decreased supplies of fatty fish; between 1956 and 1957 chiefly to a reduction in the level of fortification of dried milk; and since 1957 to reduced consumption of fortified margarine.

Table IV illustrates the marked stability in the broad pattern of food supplies, in terms of the provision of calories, that has been apparent since the beginning of the present decade.

The average nutritional needs of the population may be calculated by weighting the physiological requirements of different types of individual according to the age and sex structure of the population. Physiological requirements relate to actual intakes of calories and nutrients, and when comparing weighted average needs, computed in this way, with the energy value and nutrient content of food supplies moving into consumption, allowance has to be made for inequalities in distribution and for the inevitable losses which occur, because of wastage of edible food and as a result of food processing, between the level at which food supplies are measured and the physiological level. For example, the average daily calorie requirement of the United Kingdom population is approximately 2,480 kcal. per person[2], but a level of about 2,900 kcal. per person per day for the national food supply probably represents the lowest value which in practice can be at all readily tolerated[3].

Taking these factors into consideration, the nutritional value of the food supplies in 1966, as shown in Table III, may be judged sufficient, or more than sufficient, for the needs of the population.

(1) R. A McCance and E. M. Widdowson. Medical Research Council Special Report Series No. 297. HMSO, 1960.
(2) Based on the recommendations of the 1950 Committee on Nutrition of the British Medical Association.
(3) Harries, J. M. and Hollingsworth, Dorothy F. *British Medical Journal*, 1953, I, 75.

HINTS TO BUSINESSMEN

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(*Tables continued on next page*)

1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
54·4	55·1	52·0	53·0	53·3	52·6	53·5	52·9	53·6	53·6	54·6	55·0	55·6	55·8	56·4	55·5	56·4
103·4	84·3	92·4	101·0	111·9	117·7	120·3	123·1	123·2	120·7	123·0	127·7	131·9	131·1	128·8	128·3	128·9
21·7	24·0	22·6	20·4	20·8	21·3	22·4	21·8	22·7	21·7	21·2	20·0	21·2	19·7	21·2	20·9	20·6
31·4	27·6	27·6	28·2	30·0	29·4	29·4	30·9	31·8	32·8	33·1	33·7	33·6	33·1	34·5	34·2	34·3
47·7	49·5	45·1	45·8	48·8	48·0	48·3	48·6	48·5	48·5	48·6	49·4	50·2	50·2	50·6	49·2	50·5
89·7	99·1	94·4	104·5	111·7	114·5	115·9	118·2	121·9	117·5	118·5	120·3	117·9	118·8	115·0	116·2	117·5
103·2	107·7	105·6	112·2	117·6	113·1	110·0	118·1	113·2	124·3	122·4	116·4	124·2	120·3	121·5	122·3	122·1
11·2	10·3	9·4	10·6	12·2	11·4	13·1	12·3	11·1	11·0	11·6	10·0	12·1	12·3	11·2	12·7	12·4
242·1	234·7	251·8	245·3	242·3	234·2	224·5	223·8	212·0	214·8	223·7	226·7	213·0	229·0	226·1	223·1	222·6
117·3	128·2	128·3	127·0	118·9	121·8	119·8	126·1	121·8	120·7	127·8	123·1	124·7	122·7	130·6	134·1	135·6
222·9	221·0	219·5	208·4	202·4	196·0	192·9	187·1	186·0	183·1	180·2	178·5	176·2	176·7	171·2	169·6	169·1
8·5	8·1	8·5	9·5	9·7	9·3	10·1	9·8	9·9	9·7	9·3	9·8	9·5	9·5	9·3	8·9	8·7

Table III. Nutrient equivalent of supplies per head per day moving into consumption in the United Kingdom

		Pre-war	1940	1941	1942	1943	1944	1945	1946	1947	1948	1949
Protein:												
Animal	g.	43·1	39·3	36·7	40·9	40·9	41·9	42·5	44·5	43·6	41·8	41·9
Vegetable	g.	36·0	40·7	46·7	45·7	43·9	43·9	47·6	43·5	45·4	45·7	44·4
Total	g.	79·1	80·0	83·4	86·6	84·8	85·8	90·1	88·0	89·0	87·5	86·3
Fat from all sources	g.	131	123	115	119	116	124	116	113	107	11:	122
Carbohydrate (a)	g.	414	390	409	403	411	429	427	421	433	438	446
Calcium	mg.	700	680	707	883	1,040	1,040	1,040	1,050	1,140	1,140	1,160
Iron	mg.	13·0	12·5	13·1	15·8	16·4	13·9	14·9	15·8	16·5	15·8	15·6
Vitamin A	i.u.	3,690	3,520	3,500	3,680	3,470	3,670	3,620	3,520	3,640	3,980	3,900
Thiamine	mg.	1·30	1·15	1·28	1·77	1·89	1·99	1·81	1·78	1·76	1·81	1·74
Riboflavine	mg.	1·59	1·52	1·51	1·73	1·76	1·79	1·75	1·81	1·81	1·85	1·84
Nicotinic acid	mg.	13·2	12·3	11·8	14·2	15·1	16·2	15·0	17·2	16·3	16·0	15·6
Vitamin C	mg.	96	83	77	93	95	102	109	108	111	110	102
Vitamin D	i.u.	112	113	105	114	121	126	171	179	181	182	167
Energy value	k. cal.	3,050	2,890	2,900	2,930	2,920	3,060	3,010	2,940	2,940	3,000	3,120
Energy value (calculated on FAO factors)	k. cal.	3,110	2,930	2,940	2,950	2,950	3,090	3,050	3,000	2,990	3,040	3,150

(a) Available carbohydrate expressed as monosaccharides.

Table IV. Percentage of total calorie supply derived from each maior food group

	Pre-war	1940	1941	1942	1943	1944	1945	1946	1947	1948	1949
Dairy products (excluding butter)	9		>	11	11	11	11	11	11	11	11
Meat (including canned meat and bacon)	17	16	13	14	14	15	13	13	12	11	11
Oils and fats (including butter)	17	17	16	16	15	15	15	14	14	15	17
Sugar and syrups	15	12	11	11	11	11	11	13	13	14	14
Potatoes	5	4	5	5	6	6	6	7	7	6	6
Grain products	30	35	40	37	37	36	38	35	36	36	34
Other foods	7	7	6	6	6	6	6	7	7	7	7
Total	100	100	100	100	100	100	100	100	100	100	100

Table V. Nutrient and calorie supply per head per day as percentages of pre-war levels

	Pre-war	1940	1941	1942	1943	1944	1945	1946	1947	1948	1949
Calories	100	95	95	96	96	100	99	96	96	98	102
Protein – Animal	100	91	85	95	95	97	99	103	101	97	97
„ – Vegetable	100	113	130	127	122	122	132	121	126	127	123
„ – Total	100	101	105	109	107	108	114	111	113	111	109
Fat from all sources	100	93	88	91	88	94	88	86	82	85	93
Carbohydrate	100	94	99	97	99	104	103	101	104	106	108

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1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
45·9	42·7	42·0	43·4	45·9	46·8	48·2	48·5	49·1	48·9	50·0	50·9	52·1	51·7	52·0	51·1	51·7
41·3	40·5	39·9	38·7	36·3	35·4	35·3	34·8	34·3	34·7	35·0	34·7	34·8	35·0	35·2	35·5	35·1
87·2	83·2	81·9	82·1	82·2	82·2	83·5	83·3	83·4	83·6	85·0	85·6	86·9	86·7	87·2	86·6	86·8
133	127	124	130	138	139	140	141	141	138	138	140	144	143	144	142	144
419	429	424	425	431	425	422	422	421	415	414	413	407	412	403	403	402
1,150	1,160	1,100	1,090	1,050	1,100	1,120	1,130	1,130	1,120	1,110	1,110	1,120	1,120	1,130	1,120	1,140
15·2	14·0	13·3	13·5	13·9	14·2	14·7	15·6	15·5	15·4	15·6	15·9	15·8	15·8	15·5	15·0	15·0
3,880	3,860	3,720	3,840	4,190	4,310	4,370	4,410	4,460	4,280	4,480	4,530	4,520	4,480	4,600	4,590	4,680
1·72	1·70	1·67	1·67	1·73	1·60	1·60	1·77	1·74	1·76	1·78	1·76	1·80	1·83	1·83	1·92	1·89
1·85	1·78	1·75	1·78	1·83	1·79	1·80	1·80	1·83	1·82	1·85	1·87	1·90	1·90	1·94	1·97	1·98
15·2	13·8	14·0	14·3	15·2	15·3	15·6	16·5	16·5	16·1	16·2	16·3	16·6	16·8	16·8	16·8	16·9
95	99	104	104	99	99	95	100	95	101	104	100	97	100	105	108	104
153	163	156	143	157	154	164	144	148	148	141	128	141	130	138	130	138
3,120	3,080	3,030	3,100	3,190	3,170	3,170	3,180	3,180	3,130	3,130	3,160	3,170	3,180	3,150	3,140	3,150
3,150	3,130	3,090	3,170	3,270	3,250	3,260	3,270	3,260	3,220	3,220	3,240	3,250	3,260	3,240	3,220	3,240

1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
12	12	11	11	11	11	11	11	11	11	12	12	12	12	12	12	12
14	11	13	14	15	16	16	17	17	16	16	16	17	16	16	16	16
17	18	17	17	17	17	17	17	17	18	18	18	18	18	18	18	18
13	15	14	15	16	17	17	17	18	17	17	17	17	17	17	17	17
6	5	6	6	6	5	5	5	5	5	5	5	5	5	5	5	5
31	32	32	30	28	27	27	26	25	26	25	25	24	25	24	24	24
7	7	7	7	7	7	7	7	7	7	7	7	7	7	8	8	8
100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100

1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
102	101	99	101	105	104	104	104	104	103	103	103	104	104	103	103	103
106	99	97	101	106	109	112	113	114	113	116	118	121	120	121	119	120
115	113	111	108	101	98	98	97	93	96	97	96	97	97	98	99	98
110	105	104	104	104	104	105	105	105	106	107	108	110	110	110	109	110
101	97	94	99	105	106	106	107	107	105	105	107	109	109	108	108	110
101	104	102	103	104	102	102	102	101	100	100	100	98	99	97	97	97

Table VI. Factors for converting weight to common denominators in 1966 (a)

I. Dairy Products (excluding butter) to milk solids

Liquid milk	0·124
Cream 40% fat content	0·456
Cheese	0·63
Evaporated milk, full cream, unsweetened	0·31
Condensed milk, full cream, sweetened	0·31
*Condensed milk, machine skimmed	0·235
includes: Condensed milk, sweetened	0·27
Condensed milk, unsweetened	0·20
Dried whole milk	0·97
Dried skimmed milk	0·95

II. Meat (product weight to edible weight)

Beef – bone in	0·84
Beef – bone out	1·00
Mutton and lamb	0·86
Pork	0·78
Offal	1·00
*Canned meat, etc. (imported)	0·935
includes: Canned corn meat	1·10
Canned bacon and ham	1·00
Canned pig products	0·90
Canned tongue	1·00
Canned sausages	0·75
Canned meat other	0·75
Sausages, fresh	0·75
Other meat products	0·80
Bacon and ham	0·89
Poultry	0·70
Game and rabbits	0·83

IV. Eggs (egg products to shell egg equivalent)

*Egg products	1·282
includes: Dried egg	4·15
Liquid egg	1·14

V. Oils and Fats (product to fat content)

Butter	0·825
Margarine	0·853
Lard and compound cooking fat	0·99
*Other edible oils and fats	1·00
includes: Dripping	0·99
Edible oils and fats	1·00
Cocoa butter	1·00

VI. Sugar and Syrups (product to sugar content)

Sugar	1·00
Honey	0·77
*Glucose	0·845
includes: Glucose liquid	0·82
Glucose powder	1·00

VII. Fruit (product to fresh equivalent)

Canned fruit	0·80
Fruit juices (in natural strength)	2·00
Fruit pulp	0·85
Dried fruit	4·00

X. Other Vegetables (product to fresh equivalent)

*Canned tomatoes (including juice and puree)	1·655
includes: Canned tomato puree and paste	2·50
Canned tomato juice	1·00
*Other canned vegetables	1·275
includes: Canned carrots	1·15
Canned green peas (garden)	1·51
Canned other vegetables	1·10

(a) The commodities marked by an asterisk are composite items and the factors used may vary from year to year with any change in the composition or proportion of the various foods include.

Source: Ministry of Agriculture, Fisheries and Food. March 1968.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for January

Table 1. United Kingdom import and export unit value index numbers (unadjusted) (1961 = 100)

	Imports					United Kingdom Exports								(1) Terms of Trade
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1964 1st quarter	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1966 January	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May	110	118	105	87	113	112	104	114	108	111	121	114	111	102
June	110	117	105	85	115	113	105	114	108	112	121	114	114	103
July	109	113	104	84	116	113	106	115	108	111	123	115	113	104
August	109	113	103	84	116	113	105	115	108	111	122	115	113	104
September	109	115	102	84	116	113	103	115	107	110	122	115	114	104
October	108	113	102	84	114	113	103	115	106	111	120	116	114	105
November	109	114	101	83	117	113	102	115	107	111	118	116	115	104
December	109	115	101	83	117	113	101	115	105	112	119	117	115	104
1967 January	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July	107	111	97	91	114	114	101	116	106	112	120	119	114	107
August	108	110	97	104	115	115	101	117	107	110	119	119	116	106
September	109	112	97	105	115	115	101	117	107	111	120	120	116	106
October	110	114	97	102	117	116	101	118	109	111	121	120	116	105
November	112	116	98	102	119	116	101	118	109	111	121	120	116	104
December	117	118	100	107	129	116	101	119	107	110	123	121	118	100
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

UNIT VALUE AND VOLUME INDEX NUMBERS

AFTER SHOWING no change between October and December, in January the export unit value index rose sharply by 4 points (3 per cent) to 120 (1961=100) as prices began to move upwards under the influence of devaluation. Particularly sharp increases were recorded in the export unit value index numbers covering metals, reflecting the rise in copper prices in the latter months of last year and a sharp increase in platinum prices following devaluation, and in the index numbers covering the miscellaneous range of 'Other' manufactures, which include diamonds whose price level in non-devalued currencies has shown little change. Other categories of exports all showed increases of 2 or 3 percentage points.

The unit value index for imports rose by a further two points (1½ per cent) to 119 in January; this brings import prices about 8 per cent above the level in October. The rise was spread over all classes of imports with the exception of fuels, the index for which remained at 107, the same level as in December.

The terms of trade index in January rose by about 1 per cent after falling by 5 per cent between October and December under the initial impact of devaluation.

Seasonally adjusted, the volume of imports in the last three months was over 6 per cent higher than the previous three months, but the level has remained fairly stable since November. The sharp increase in the volume of exports between November and December continued last month. The shipment of goods held up by the dock strikes at Liverpool and London accounted for some of the increase, but increased demand in EEC countries and North America probably also played a part.

Note. This series of index numbers based on 1961 = 100 was first introduced in the Board of Trade Journal of September 13, 1963; an account of the method of construction of the index numbers was published in the September, 1963 issue of Economic Trends. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	166	168	119	131	118	148	94	108	112	136
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141
August	130	101	114	160	160	108	108	109	132	85	96	100	143
September	125	99	97	181	149	106	131	103	143	82	100	88	136
October	129	91	94	200	164	95	111	93	110	75	84	83	130
November	144	117	113	178	180	106	135	102	122	90	94	93	127
December	133	109	108	155	165	126	139	123	165	101	112	121	121
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140

(Continued on next page)

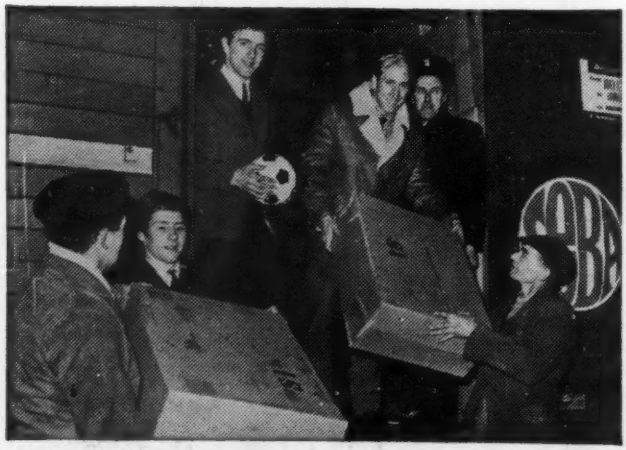
UNIT VALUE AND VOLUME, *continued*

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

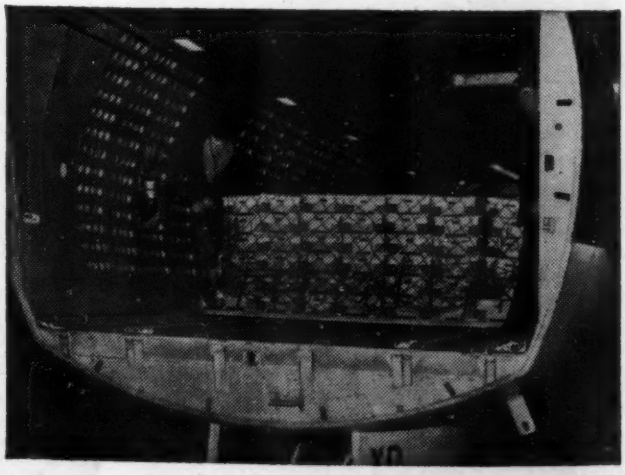
(1961 = 100)

	Imports							United Kingdom Exports							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			0 and 1	2 and 2	3	5 to 8			0 to 4	5 to 8	5	65	67 to 69	7	
Weights . .	1,000		327	222	106	337		1,000	125	843	86	65	123	428	141
1965 1st quarter .	*114*		*95*	*108*	*140*	*126*		*114*	*116*	*114*	*131*	*104*	*106*	*109*	*129*
2nd quarter .	*120*		*102*	*110*	*136*	*137*		*113*	*115*	*113*	*128*	*103*	*108*	*108*	*127*
3rd quarter .	*122*		*106*	*108*	*134*	*141*		*119*	*127*	*118*	*132*	*107*	*113*	*116*	*122*
4th quarter .	*122*		*105*	*104*	*149*	*143*		*122*	*126*	*122*	*132*	*101*	*107*	*123*	*136*
1966 1st quarter .	*126*		*104*	*105*	*148*	*151*		*120*	*131*	*119*	*131*	*96*	*102*	*118*	*138*
2nd quarter .	*121*		*99*	*99*	*146*	*147*		*114*	*124*	*112*	*130*	*93*	*98*	*112*	*123*
3rd quarter .	*126*		*103*	*108*	*157*	*149*		*123*	*123*	*123*	*141*	*98*	*104*	*124*	*136*
4th quarter .	*118*	*118*	*98*	*96*	*162*	*138*	*138*	*127*	*134*	*127*	*153*	*100*	*113*	*126*	*140*
1967 1st quarter .	*132*	*132*	*105*	*97*	*172*	*165*	*164*	*129*	*141*	*127*	*157*	*102*	*116*	*124*	*146*
2nd quarter .	*134*	*133*	*108*	*102*	*158*	*170*	*166*	*122*	*135*	*122*	*156*	*98*	*113*	*116*	*135*
3rd quarter .	*128*	*127*	*102*	*102*	*153*	*159*	*157*	*121*	*131*	*119*	*146*	*91*	*112*	*112*	*142*
4th quarter .	*135*	*134*	*102*	*105*	*181*	*175*	*172*	*104*	*117*	*105*	*134*	*84*	*91*	*99*	*123*
1967 January .	*139*	*139*	*103*	*102*	*181*	*172*	*172*	*138*	*149*	*136*	*170*	*113*	*123*	*134*	*152*
February .	*131*	*131*	*112*	*93*	*175*	*162*	*162*	*129*	*152*	*127*	*163*	*102*	*115*	*123*	*143*
March .	*128*	*127*	*101*	*96*	*160*	*160*	*159*	*120*	*122*	*119*	*140*	*91*	*111*	*113*	*142*
April . .	*139*	*137*	*109*	*101*	*170*	*177*	*173*	*125*	*136*	*124*	*162*	*96*	*113*	*119*	*139*
May . .	*133*	*132*	*108*	*106*	*166*	*164*	*160*	*124*	*136*	*122*	*151*	*98*	*120*	*119*	*130*
June . .	*131*	*130*	*107*	*99*	*137*	*169*	*167*	*118*	*135*	*118*	*154*	*99*	*108*	*110*	*136*
July . .	*125*	*124*	*103*	*101*	*114*	*159*	*156*	*127*	*144*	*124*	*151*	*94*	*117*	*120*	*138*
August .	*128*	*127*	*101*	*103*	*153*	*163*	*160*	*119*	*120*	*120*	*144*	*92*	*111*	*115*	*145*
September .	*130*	*129*	*102*	*100*	*191*	*157*	*154*	*118*	*129*	*112*	*144*	*86*	*108*	*101*	*142*
October .	*130*	*129*	*89*	*96*	*203*	*164*	*161*	*94*	*107*	*94*	*108*	*73*	*82*	*86*	*123*
November .	*137*	*136*	*104*	*110*	*177*	*174*	*170*	*95*	*113*	*94*	*114*	*80*	*83*	*89*	*114*
December .	*138*	*137*	*114*	*109*	*163*	*189*	*185*	*123*	*130*	*126*	*182*	*98*	*108*	*121*	*132*
1968 January .	*137*	*136*	*111*	*103*	*164*	*180*	*177*	*137*	*166*	*135*	*164*	*107*	*119*	*133*	*151*

UNUSUAL EXPORTS



The first export order of a vinyl soccer ball goes to Belgium from Bolton. The work-gang loading the railway wagon includes, left to right, Alan Ball, Everton and England star; Peter Thompson, Liverpool and England star; and Bobby Charlton, Manchester United and England, and Europe's footballer of the year. Together they are worth £400,000 on the transfer market. Five thousand Seba balls were scheduled to arrive in Brussels last week.



Destined to bring new blood to Italy's partridge population is this consignment of poults leaving London Airport in the hold of a BEA cargo aircraft. Exported by Cotswold Game Farm Ltd., of Stroud, Gloucestershire, the birds made the 500-mile flight in corrugated fibreboard cases specially developed by the Lydbrook, Glos, branch of Reed Corrugated Cases Ltd.

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G. M. Axworthy Sales Manager of Tecalemit (Engineering) Ltd.

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EFTA trade in 1967

TRADE AMONG the EFTA countries grew by 9.7 per cent in 1967, the first year of virtually duty-free trade in industrial products throughout the free trade area. The increase, slightly higher than the 9.4 per cent rise in 1966, was achieved in spite of relatively slow growth in world trade as a whole. It brought to 129 per cent the total increase in trade inside EFTA since 1959, the last year before tariff and quota removal began.

Other figures for 1967 compiled by the EFTA Secretariat show the continuing effects of the trading division of Europe into two groupings. EFTA imports from the EEC rose by only 4 per cent in 1967, compared with 6 per cent in 1966, and exports to the EEC actually fell by 2.4 per cent, following a 4.4 per cent rise in the previous year. Exports to the United States also fell slightly, by 1.6 per cent, after a steep rise in 1966, and with a continued rise of 5.5 per cent in imports the United States surplus on trade with the EFTA countries increased from United States $448 million in 1966 to $688 million in 1967, an increase of more than 50 per cent.

Total exports to the world by the EFTA countries combined rose 2.4 per cent to $30,720 million, while imports were up 3.5 per cent to $37,499 million. The commodity trade deficit of the EFTA countries combined thus increased from $5,602 million to $6,779 million. A fuller account of EFTA trade in 1967, including tables giving figures for intra-EFTA trade and trade with the rest of the world, is scheduled to be published in the April issue of the *EFTA Bulletin*.

Copies of the *EFTA Bulletin*, the regular journal of the EFTA Secretariat in Geneva, are available free of charge from the EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

Gold and convertible currency reserves

THE TREASURY announce that the gold and convertible currency reserves rose by £9 million during February to stand at £1,154 million at the end of the month.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Clothing for December 1967
Paper and Paper Making Materials for December 1967
Timber, Softwood, Hardwood and Plywood for January 1968

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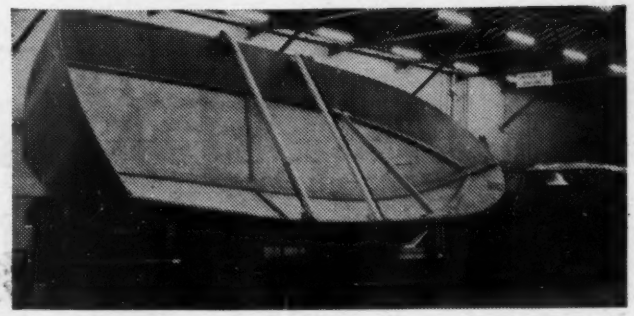
Colours for October-December 1967



The special King trailer shown has a variety of decks provided to suit different loads. Operated by Continental Hire & Haulage Ltd. of Queens Terrace, Southampton, it is shown here carrying a boat hull to Cantieri Navali di Loana of Loana, North Italy from Fairey Marine Limited of Hamble. In order to reduce the load width of 2.5 metres the 3.47 metre wide boat was tilted and thus saved the expense of an escort on the 900-mile journey. The height was kept to 4 metres which is the legal maximum in Italy.

'Economic Trends' for February

THE FEBRUARY ISSUE of Central Statistical Office's monthly publication *Economic Trends* (HMSO, price 8s.) contains two articles: 'The incidence of taxes and social service benefits in 1965 and 1966' and 'Short-term forecasts of income, expenditure and saving' by L. S. Berman (CSO) and F. Cassell (Economic Section, HM Treasury).

The issue also includes the regular monthly article by HM Treasury on the economic situation, part of which (the General Assessment) was published in the *Board of Trade Journal* on February 16 (page 491). In addition there is the usual quarterly table on net liabilities in sterling and non-sterling currencies.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966, during the week ended Friday, March 1, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's Name
BRITISH					
Look at Life Series 36:					
Gun Dogs	Br/E 33024	10	February 26	Rank Film Distributors Ltd.	Athos Film Productions Ltd.
Sunday Thoughts Series 16:					
No. 4. Does it Matter	Br/E 33025	3	February 26	" "	Religious Films Ltd
No. 5. The Wrong Door	Br/E 33026	3	February 26	" "	" "
No. 6. The White Coat	Br/E 33027	3	February 26	" "	" "
Mining Review No. 7 – 21st Year	Br/E 33030	10	February 27	Data Film Distributors Ltd.	National Coal Board.
The King's Breakfast	Br/E 33031	28	February 27	Ritz Film Distributors Ltd.	Francis-Montagu Film Productions Ltd.
Prospect for a City	Br/E 33034	24	February 28	United Artists Corp. Ltd.	Campbell Harper Films Ltd.
The Blood Beast Terror	Br/E 33035	88	February 28	Tigon Pictures Ltd.	Tigon British Film Productions Ltd.
Movietone News 2020	Br/E 32857	8	March 1	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone New: 2020A	Br/E 32858	8	March 1	" "	" "
Pathe News 68-17	Br/E 32909	7	March 1	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-18	Br/E 32910	8	March 1	" "	" "
FOREIGN					
Design for Dreaming	F 33028	11	February 27	Columbia Pictures Corp. Ltd.	Celanese Corporation of America.
Destination Death	F 33029	91	February 27	Ritz Film Distributors Ltd.	Fono-Film, Berlin.
Beach Red	F 33032	101	February 28	United Artists Corp. Ltd.	Theodora Productions Inc.
Navajo Joe	F 33033	91	February 28	" "	Dino de Laurentiis Cinematografica, Rome.

Retail sales in January and sales of department stores up to week ended February 24, 1968

FOR JANUARY the seasonally adjusted index of the volume of retail sales was 114 (1961=100), the same as in December.

In the three months ended January retail sales were, in volume terms and after allowance for seasonal factors, just over 2 per cent higher than the preceding period of three months. This was much the same rate of increase as was recorded between the third and fourth quarters of 1967. Thus the slight sharpening in the rate of increase of total sales which was estimated on the basis of earlier figures* was not, in the upshot, realized when fuller information became available, particularly about the fall in sales of food shops (mentioned below).

Sales of durable goods shops reached a record level in January, being 16 per cent higher than in January 1967 when business was somewhat depressed and, after allowance for seasonal factors, were about 9 per cent higher than their average level in the fourth quarter of last year. The weekly figures of the sales of non-food departments of department stores, now available up to the week ended February 24, indicate that this buoyancy in the sales of durable goods has continued.

Aided also by higher sales of clothing and footwear shops, total sales of non-food shops, in volume terms after allowing for seasonal factors, were in the three months ended January nearly 4 per cent higher than in the three months ended October 1967, a somewhat greater rate of increase than has recently been shown.

Offsetting this sharpening in the underlying upward trend of the sales of non-food shops was, however, some hesitation in the trend of sales of food shops for which the seasonally adjusted volume index fell from 110 (1961=100) in December to 106 in January. Unexpected month-to-month changes occur in these series but the fall of 4 index points is very large and a number of special factors may have contributed: there was also a fall (of 2 index points) between December 1966 and January 1967 suggesting the possibility of a recent increase in extra spending in food shops at

(*Text continued on page* 768)

* Published in *Journal* of February 23.

Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1961 prices) (a)

	All kinds of business	Food shops	Non-food shops
1966 3rd quarter	109	106	111
4th quarter	109	106	110
1967 1st quarter	109	106	112
2nd quarter	109	106	111
3rd quarter	111	108	113
4th quarter	113	109	116
1966 December	109	107	110
1967 January	109	105	112
February	109	106	112
March	110	107	112
April	109	106	111
May	108	107	109
June	110	106	113
July	110	107	112
August	111	108	115
September	111	108	114
October	112	108	114
November	113	109	117
December	114	110	117
1968 January	114	106	121

Table 2. Value of retail sales seasonally adjusted (*)

Index numbers of value of sales per week (current prices) (a) 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1966 3rd quarter	125	125	126	120	120	131
4th quarter	126	126	125	120	118	131
1967 1st quarter	128	126	129	122	120	135
2nd quarter	127	127	126	118	121	133
3rd quarter	129	128	129	122	126	134
4th quarter	132	131	133	124	132	138
1966 December	126	128	125	120	117	131
1967 January	127	125	128	123	123	133
February	127	126	128	121	121	135
March	128	128	129	123	116	136
April	126	126	126	114	124	133
May	126	128	124	113	120	131
June	128	126	129	124	121	133
July	127	127	128	120	124	133
August	129	128	131	124	125	137
September	129	129	130	122	127	133
October	129	129	130	118	130	138
November	132	131	133	126	131	138
December	134	134	134	126	133	139
1968 January	135	130	139	130	143	142

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) Including department stores and mail order businesses.

Table 3. Value of retail sales – Analysis by form of organization

January – Index numbers of values of sales per week (current prices) and percentage changes on a year earlier (a).

Figures for earlier periods appeared in the *Board of Trade Journals* of August 11, 1967, and February 16, 1968.

1961 = 100

	Total all retailers	Independent retailers	Multiple retailers	Co-operative societies
	%	%	%	%
ALL KINDS OF BUSINESS	125 + 6	120 + 4	139 + 9	102 + 1
FOOD SHOPS (h)	127 + 4	120 + 2	161 + 8	101 Nil
Grocers	128 +4 (f)	118 + 2	175 + 9	96 — 1 (f)
Butchers	125 + 3	.. ..	.. ..	.. ..
Greengrocers, fruiterers	99 — 2	101 — 1	101 + 3	73 —11
Fishmongers, poulterers	120 + 2	.. ..	.. ..	.. ..
Bread and flour confectioners	128 + 3 (g)	126 + 3	131 + 2	.. ..
Off-licences	142 + 9	135 + 7	148 +11	.. ..
Dairymen	142 + 5	.. ..	.. ..	129 + 5
NON-FOOD SHOPS	123 + 8	.. ..	.. ..	.. ..
Clothing and footwear shops	113 + 5	113 + 4	116 + 8	90 — 1
Footwear shops	106 + 9	116 +10	104 + 9	82 + 4
Men's and boys' wear shops	125 + 5	115 + 5	140 + 6	85 Nil
Women's, girls' and infants' wear, drapery and general clothing shops	111 + 4	113 + 2	112 + 8	94 — 2
Large (c)	—	134 + 6	—	—
Medium (c)	—	128 + 5	—	—
Small (c)	—	101 Nil	—	—
Durable goods shops	141 +16	128 +14	169 +20	122 +16
Furniture shops	127 +12	128 +11	124 +16	—
Large (c)	—	135 +14	—	—
Medium and small (c)	—	126 +10	—	—
Other durable goods shops	156 +19	128 +18	186 +21	—
Electricity showrooms	180 +42	—	180 +42	—
Gas showrooms	204 +10	—	204 +10	—
Radio and television rental specialists	..	..	221 +14	—
Radio and electrical goods shops (including radio and cycle shops and perambulator shops)*	131 +19	—	—	—
Miscellaneous non-food shops (b)	116 + 6	..	..	..
Confectioners, tobacconists, newsagents	124 + 4	121 + 4	146 + 5	—
Booksellers, stationers	..	149 + 7	..	—
Chemists, photographic goods dealers (d)	117 + 6	114 + 6	124 + 8	101 — 1
Jewellers	112 +19	113 + 19	106 +15	—
Leather goods, sports goods, toys and fancy goods shops	97 + 4	..	..	—
Ironmongers and hardware shops	113 + 5	115 + 5	97 + 9	—
Other miscellaneous non-food shops	—	106 + 4	—	—
Department stores	134 +11	—	—	—
Mail order businesses	141 + 6	—	—	—

* Rental specialists are no longer included in this kind of business.

(*Continued on next page*)

Table 4. Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume.

19161 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)		Food shops (h) (£4,154)		Non-food shops: Total (£4,986)		Clothing and footwear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (b) (£1,962)		Department stores (£457)		Mail order businesses (£227)	
	Value	Volume*	Value	Volume*	Value	Volume*	Value	Volume*	Value	Volume*	Value	Volume*	Value	Volume*	Value	Volume*
1964 Year	113 +5	106 +2	112 +5	103 +1	114 +6	108 +4	110 +4		116 + 7		114 +6		113 +5		142 +17	
1965 Year	120 +6	108 +2	119 +6	104 +1	122 +6	111 +3	117 +6		121 + 4		122 +7		118 +4		165 +16	
1966 Year	125 +4	109 +1	124 +5	106 +2	126 +3	112 +1	120 +2		120 — 1		128 +5		120 +2		184 +11	
1967 Year	129 +3	111 +1	128 +3	107 +1	130 +3	114 +2	122 +2		125 + 4		131 +3		124 +4		195 + 6	
1966 1st quarter	115 +5	102 +2	120 +5	104 +2	111 +5	100 +3	99 +4		116 + 1		113 +7		105 +5		162 +16	
2nd quarter	122 +5	106 +2	123 +6	105 +2	121 +4	108 +2	118 +3		114 + 2		122 +6		111 +3		176 +14	
3rd quarter	122 +3	106 +1	122 +4	103 +2	121 +3	107 Nil	114 +1		117 — 1		126 +5		114 +1		160 + 8	
4th quarter	142 +3	123 Nil	132 +4	112 +1	150 +2	132 —2	148 +2		135 — 4		150 +3		150 Nil		237 + 8	
1967 1st quarter	118 +3	101 Nil	124 +4	104 +1	113 +2	99 —1	101 +2		114 — 2		116 +3		105 +1		170 + 5	
2nd quarter	123 +1	105 —1	126 +2	105 Nil	121 Nil	106 —2	116 —1		113 — 1		122 +1		111 Nil		186 + 6	
3rd quarter	125 +3	108 +2	125 +2	105 +2	125 +3	109 +2	116 +2		123 + 5		129 +2		118 +4		167 + 4	
4th quarter	150 +5	128 +4	137 +4	114 +2	160 +6	140 +6	154 +4		151 +12		157 +5		162 +8		256 + 8	
1967 November	139 +5	119 +4	131 +4	110 +3	145 +6	127 +5	134 +3		147 +13		138 +5		147 +8		269 + 5	
December	173 +6	148 +5	151 +4	124 +2	192 +7	168 +7	194 +5		163 +14		195 +6		199 +9		254 + 9	
1968 January	125 +6	106 +4	127 +4	104 +1	123 +8	107 +7	113 +5		141 +16		116 +6		134 +11		141 + 6	

(ii) Analysis by kind of business: value only.

(Sales in 1961 £ million)	Food shops: Grocers (f) (£2,397)	Butchers (£637)	Greengrocers, fruiterers (£323)	Fishmongers, poulterers (£81)	Bread and flour confectioners (g) (£196)	Off-licences (£139)	Dairymen (£367)	Clothing and footwear shops: Footwear shops (£229)	Men's and boys' wear shops (£281)	Women's wear shops (£874)
1964 Year	112 +4	109 +6	103 +3	115 +7	119 +6	123 + 8	118 +7	109 +3	111 +4	111 +4
1965 Year	119 +6	113 +4	107 +4	120 +4	126 +6	135 +10	127 +7	114 +5	117 +5	118 +6
1966 Year	125 +5	116 +3	113 +6	120 +1	132 +4	146 + 8	132 +5	117 +2	120 +3	120 +2
1967 Year	129 +3	118 +1	114 +1	119 —1	137 +4	154 + 6	138 +4	119 +2	121 Nil	123 +2
1966 1st quarter	121 +6	117 +2	104 +5	118 +1	127 +5	119 + 9	131 +7	92 +5	105 +5	99 +4
2nd quarter	124 +6	112 +3	107 +7	123 +2	131 +4	122 +11	132 +6	123 +2	119 +4	116 +2
3rd quarter	123 +5	112 +3	115 +5	117 Nil	131 +3	127 +10	131 +3	113 Nil	114 +2	114 +1
4th quarter	133 +4	124 +3	106 +6	124 —1	137 +4	218 + 5	136 +2	139 +2	143 Nil	152 +2
1967 1st quarter	125 +4	119 +2	109 +4	120 +2	132 +4	128 + 7	135 +3	94 +3	105 Nil	101 +2
2nd quarter	127 +2	114 +2	125 —2	119 —3	135 +3	127 + 4	139 +5	118 —3	116 —3	116 Nil
3rd quarter	126 +3	111 —1	116 +1	114 —3	137 +4	134 + 6	137 +5	116 +3	116 +2	116 +2
4th quarter	138 +4	127 +3	105 Nil	124 Nil	145 +6	229 + 5	143 +5	146 +5	145 +2	159 +4
1967 November	134 +4	121 +2	100 Nil	121 Nil	142 +6	163 + 8	142 +5	129 +5	130 +1	137 +4
December	149 +5	140 +5	117 Nil	130 +1	151 +6	349 + 4	145 +6	176 +7	184 +3	201 +6
1968 January	128 +4	125 +3	99 —2	120 +2	128 +3	142 + 9	142 +5	106 +9	125 +5	111 +4

(Sales in 1961 £ million)	Durable goods shops: Furniture shops (£399)	Electricity showrooms (£55)	Gas showrooms (£49)	Radio and television rental specialists§ (£62)	Radio and electrical goods, etc., shops (e) (£310)	Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£794)	Booksellers, stationers‡ (£60)	Chemists, photographic goods dealers (d) (£259)	Jewellers (£80)	Leather goods, sports goods, toys and fancy goods shops (£83)	Ironmongers and hardware shops (£235)	Other miscellaneous non-food shops (i) (£66)
1964 Year	111 +8	128 + 8	165 +21	147 +10	107 + 1	113 +5	121 + 9	114 +6	118 +12	112 + 8	109 +2	113
1965 Year	117 +5	124 — 3	195 +18	160 + 9	107 Nil	112 +8	133 +10	120 +5	126 + 7	123 + 9	114 +4	118 +5
1966 Year	116 —2	119 — 4	187 — 4	173 + 8	107 Nil	130 +6	144 + 9	127 +6	130 + 3	130 + 6	119 +4	121 +3
1967 Year	115 Nil	137 +16	203 + 9	188 + 9	114 + 6	133 +3	151 + 5	130 +3	136 + 4	133 + 2	122 +2	125 +3
1966 1st quarter	109 +2	109 —14	177 — 7	182 +12	104 + 2	122 +9	135 +11	109 +7	102 + 5	91 + 9	111 +6	116 Nil
2nd quarter	114 +1	113 — 4	173 — 1	169 + 8	96 + 3	125 +7	121 + 9	121 +6	109 + 6	109 + 6	117 +4	127 +3
3rd quarter	114 —1	117 Nil	190 — 6	169 + 8	101 Nil	131 +6	132 + 9	129 +6	125 + 4	133 + 6	117 +5	113 +5
4th quarter	126 —7	137 Nil	207 — 3	171 + 4	128 — 2	142 +4	191 + 6	149 +4	185 Nil	186 + 4	131 +3	130 +4
1967 1st quarter	103 —5	117 + 8	186 + 5	191 + 5	102 — 1	126 +4	140 + 4	110 +1	103 + 1	93 + 3	113 —2	118 +2
2nd quarter	108 —5	124 +10	185 + 7	178 + 6	97 + 1	127 +1	127 + 5	122 +1	108 — 1	107 + 2	117 Nil	128 +1
3rd quarter	114 Nil	138 +19	211 +10	185 +10	110 + 9	133 +2	139 + 5	133 +3	126 + 1	134 + 1	120 +2	117 +3
4th quarter	137 +9	169 +24	233 +13	199 +16	147 +15	148 +4	198 + 4	156 +5	206 +11	196 + 5	138 +5	138 +6
1967 November	135 +10	170 +23	256 +11	215 +18	130 +16	138 +4	182 + 5	130 +5	144 +17	136 + 5	128 +5	122 +5
December	144 +10	175 +29	194 +17	190 +17	178 +17	169 +5	247 + 4	205 +7	321 +12	304 + 6	157 +7	160 +7
1968 January	127 +12	180 +42	204 +10	221 +14	131 +19	124 +4	149 + 7	117 +6	112 +19	97 + 4	113 +5	106 +4

*Average 1961 prices. ‡Independent retailers only. §Multiple retailers only.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by January 1968 sales was the four weeks from December 31, 1967, to January 27, 1968, the corresponding period in 1967 was from January 1, 1967, to January 28, 1967. As the figures are based on the value of sales they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops.

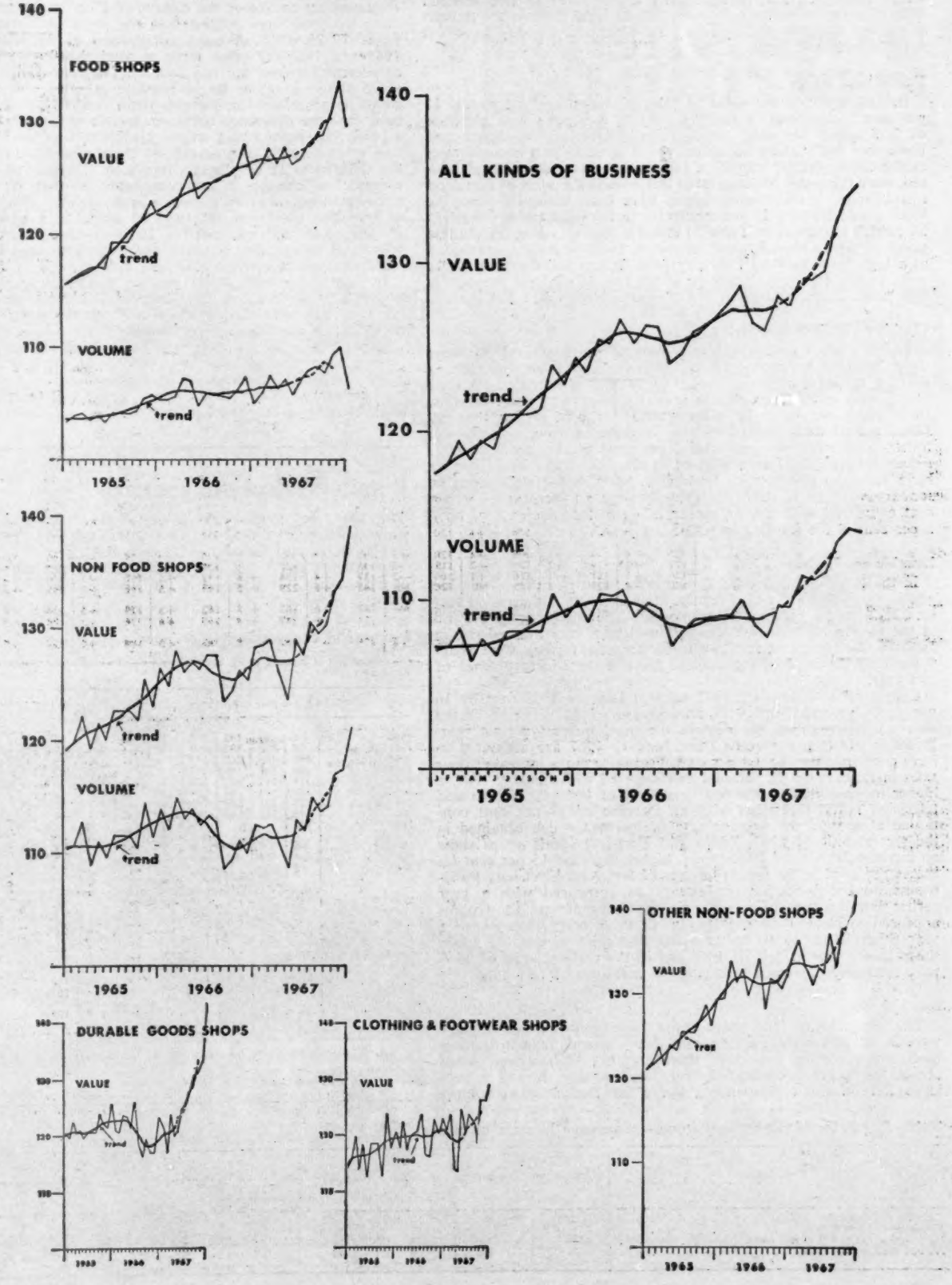
(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

RETAIL TRADE



RETAIL SALES IN JANUARY, *continued*

Christmas which may not be fully allowed for in the seasonal factors; price increases may have played some part in the month-to-month changes; and spending in other sectors may have cut spending in food shops.

Department stores

In January 1968 the value of sales of department stores was 11 per cent higher than in January 1967 as compared with increases of 7, 8 and 9 per cent, respectively, in October, November and December 1967. These increases, which arose in part because sales in the corresponding months a year earlier were somewhat depressed, were the result of some large increases in the sales of non-food merchandise. Weekly sales figures have been collected from the week ended January 27 and results up to the week ended February 24 (which are given in Table 5) indicate that spending on durable goods probably arose toward the end of January and has continued at a high level through February. The figures for the later weeks seem to suggest some slackening in the rate of increase but weekly figures are erratic and small changes may not be significant.

Clothing and footwear shops

For the third month running sales of clothing and footwear shops have, on a seasonally adjusted basis, been at record levels so that for the three months ended January 1968 sales were 5 per cent higher than in the immediately preceding period of three months. In January the value of sales was 5 per cent higher than in January 1967 as compared with an increase of 4 per cent for the fourth quarter of last year and 2 per cent for the third quarter. Prices between January 1967 and January 1968 are estimated to have increased by less than 1 per cent. Sales of footwear shops in January were particularly buoyant showing an increase of 9 per cent compared with a year earlier as against an increase of only 5 per cent in the fourth quarter of last year.

Durable goods shops

In the three months ended January the value of sales of durable goods shops was 6 per cent higher, after allowing for seasonal factors, than in the previous three months. The steady upward trend in the second half of 1967 was followed by a very marked rise in January when sales, after allowing for seasonal factors, were about 9 per cent higher than the average level in the fourth quarter of last year.

Compared with January 1967 sales in January 1968 rose by 16 per cent in comparison with an increase of 12 per cent in the fourth quarter and 5 per cent in the third quarter of last year. Prices in the twelve months from January 1967 are estimated to have risen by only about 1 per cent. Furniture shops increased their sales in January by 12 per cent as compared with January 1967, a higher increase than in the fourth quarter of last year. Radio and television rental specialists with an increase of 14 per cent continued at around the average rate of increase which obtained in the second half of 1967. Radio and electrical goods shops show an increase in sales of 19 per cent, higher than the 15 per cent increase recorded in the fourth quarter of last year. Electricity showrooms advanced further in January as compared with a year earlier but the rate of increase in the sales of gas showrooms appeared to slacken off slightly. In all these comparisons with a year ealier it has to be remembered that sales of durable goods shops in the second half of 1966 and in the early months of 1967 were relatively depressed following the measures of July 1966.

Food shops

The total sales of food shops in the three months ended January were 2 per cent higher, after seasonal adjustment, than in the immediately preceding period of three months. As has been noted above, the seasonally adjusted figure for January showed a very large fall on the corresponding figure for December in volume terms and this was true in the value series as well. As compared with a year earlier, sales of food shops, by value, were 4 per cent higher but only about 1 per cent by volume.

The 1966 Census and the monthly statistics

PRELIMINARY results of the Census of Distribution and Other Services for 1966 were published in the *Board of Trade Journal* on February 23, 1968. A quick comparison of the changes between 1961 and 1966 for retail trade in total shows that there is good agreement between the two sources. For food shops the monthly series shows a rather larger increase in sales, and for non-food shops a rather smaller increase, than recorded in the Census. In each case the difference between the two series amounts to about a percentage point a year on average for each of the five years.

A more detailed comparison, which will have to take account of the differences in coverage, changes in classification because, for example, of changes in the commodity composition the sales of some retailers and of the growth of independents with nine branches or less into multiples, etc., will be made at a later stage. It is already clear that the monthly statistics have over-estimated the growth of independent retailers, and under-estimated the growth of multiple retailers between 1961 and 1966.

In accordance with usual practice the monthly series is being recalculated on the new 1966 base, publication commencing with the February 1968 figures which are due to be published in the *Board of Trade Journal* for April 5, 1968. In this provisional rebasing the index numbers will be recalculated on the 1966 reference base, but no other changes will be made until there is a more complete reclassification of contributors, in accordance with their treatment in the 1966 Census, which will be reflected in the final rebasing to be published in 1969.

Retailers' stocks in January

THE VALUE of stocks held by retailers at the end of January showed an increase of 2 per cent compared with January 1967, a similar increase to that shown last month.

In volume terms, retailers' stocks were 1 per cent higher than at the corresponding period in 1967, which is also in line with last month's experience.

Estimate of changes in retailers' stocks

(At cost at end of month). Index numbers (end 1960) = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136											
1966	+6	+6	+6	+4	+6	+8	+6	+7	+6	+6	+6	+3
1967	+4	+4	+2	+4	+2	+1	+1	+1	Nil	Nil	—1	+2
1968	+2											
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118											
1966	+5	+4	+4	+3	+5	+6	+4	+4	+4	+4	+3	+1
1967	+1	+1	Nil	+1	Nil	—1	Nil	Nil	—1	—1	—1	+1
1968	+1											

Note: Retailers' stocks at end December 1960 were £993 million at current prices.

Table 5. Sales of department stores – percentage increase on a year earlier

Department	October	November	December	January	Week ended				
					January 27, 1968	February 3, 1968	February 10, 1968	February 17, 1968	February 24, 1968
Clothing and footwear	5	5	6	4	14	10	3	8	5
Furniture and furnishings	11	14	19	20	34	29	30	30	30
Hardware, radio and electrical goods	14	33	33	28	52	47	44	48	42
All non-food merchandise	7	8	8	12	27	22	16	19	18

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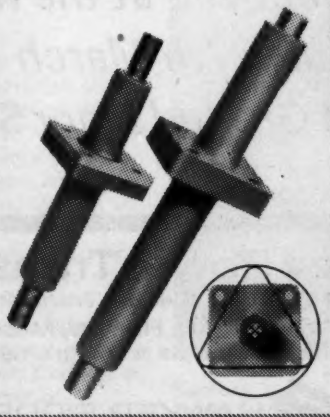

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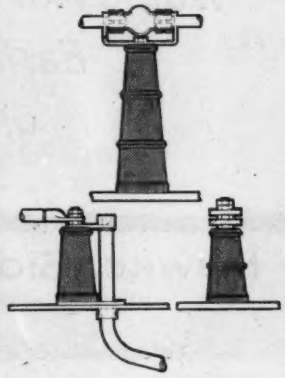

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Five hundred firms at electrical engineering exhibition

The figures for exports of electrical machinery in this article differ from those given on page xvii. This is because the article on page xvii defines electrical machinery as Division 72 of the Standard International Trade Classification (Revised) This definition excludes, for example, electronic computers which are included in the current article.

THE WORLD'S largest electrical engineering exhibition under one roof will be opened by Mr. Harold Wilson, the Prime Minister, at Earls Court, London, at noon on March 27.

Over 500 exhibitors – from giants like GEC-AEI to the unsung men of the industry working in small back rooms – will be showing the latest and best equipment at the 14th International Electrical Engineers (ASEE) Exhibition.

An indication that the world regards London as one of the most important centres of electrical engineering is the fact that 65 exhibitors are coming from 15 countries.

Nearly a thousand visitors from 44 countries will journey to London between March 27 and closing day, April 3, to see the largest display (half a million square feet) of electrical generation, distribution, installation, lighting and domestic equipment.

They will see the latest techniques in supervisory control panels with remote control and semiconductor switching.

Arrangements are also being made for foreign guests to visit British power stations and factories.

At the exhibition foreign visitors will find guides, engineers and interpreters with a knowledge of 20 languages awaiting them.

As well as the latest developments which are being displayed by British and foreign manufacturers, there will be displays by various official and professional organizations.

Special features include 4,000 sq. ft. of displays by the Armed Services and the Post Office, and a 3,500 sq. ft. Education and Careers section with information stands sponsored by: The Association of Supervising Electrical Engineers (ASEE), Institution of Electrical and Electronics Technician Engineers, Institution of Electrical Engineers, Electrical and Electronics Industries Benevolent Association, Electrical Association for Women, National Inspection Council for Electrical Installation Contracting, Electrical Trades Union, Brunel University, Engineering Industries Association Group Apprenticeship, City and Guilds of London Institute, Wimbledon Technical College, and the Department of Education and Science on behalf of the Inter-departmental Publicity Working Party on Technology and Engineering.

Serving the world

The British electrical industry serves the world. There can be no economic growth without a reliable and steadily expanding supply of electricity.

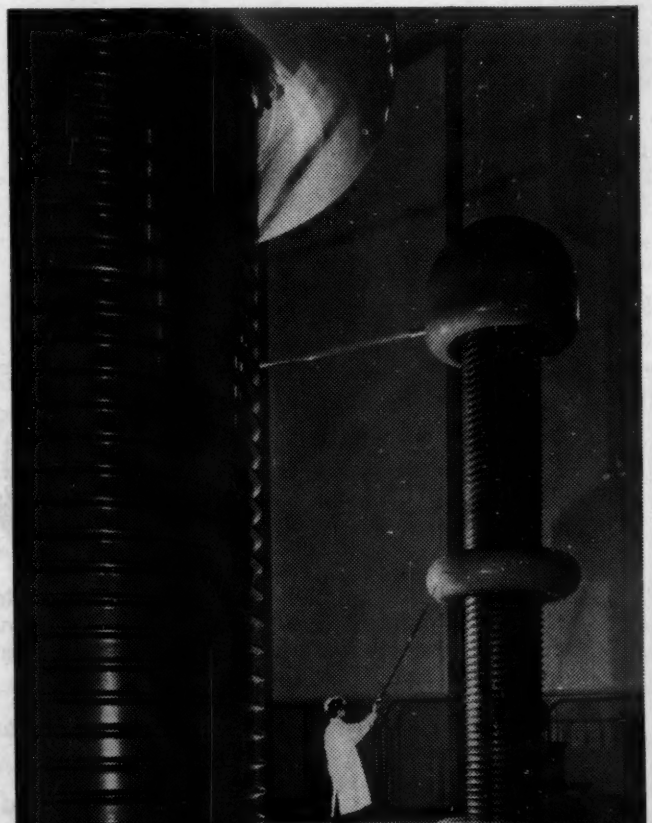
In Britain 50 years ago, electricity made only a minor contribution to industrial production. Today it is a key industry, and there is hardly any aspect of the economy which does not depend on electrical power and equipment.

Electrical manufacture is one of Britain's fastest growing industries, with an output in 1966 of £2,400 million. It serves every other industry and is a vital factor in industrial modernization and increasing productivity. There are many needs which only electricity can supply, particularly in industrial motive power; in areas where there is competition with other energy sources, this acts as a spur to technological development and improved service.

Britain is engaged on a major expansion of what is already the world's largest integrated electricity supply system. This has given the electrical manufacturing industry a fund of technical knowledge and experience which benefits other countries, both directly, through exports of electrical equipment; and indirectly, through consultancy and training facilities.

These factors help to explain why Britain is a leading world exporter in this field. Exports were £405 million in 1966, 7 per cent more than in 1965, amounting to one-sixth of total production – about one-twelfth of all British exports of manufactured goods. The industry aims to double the 1966 export figure by 1980, maintaining the 1966 growth rate of 7 per cent.

During the first six months of 1967, exports amounted to £220



Earthing one of the two 1.5 million volt direct current test sets at the completion of a cable test in the h.v. d.c. laboratory at BICC's Erith works, Belvedere, Kent. The equipment also includes two 600 kV d.c. test sets and a 600 kV d.c. high stability electrostatic generator. These new facilities will enable BICC to develop progressive designs of high voltage high power d.c. underground cables. BICC are on Stand No. E.8 at the exhibition.

million, a £26 million – 13 per cent – increase over the same period the previous year. They covered all areas of industry, from power generation to electronics.

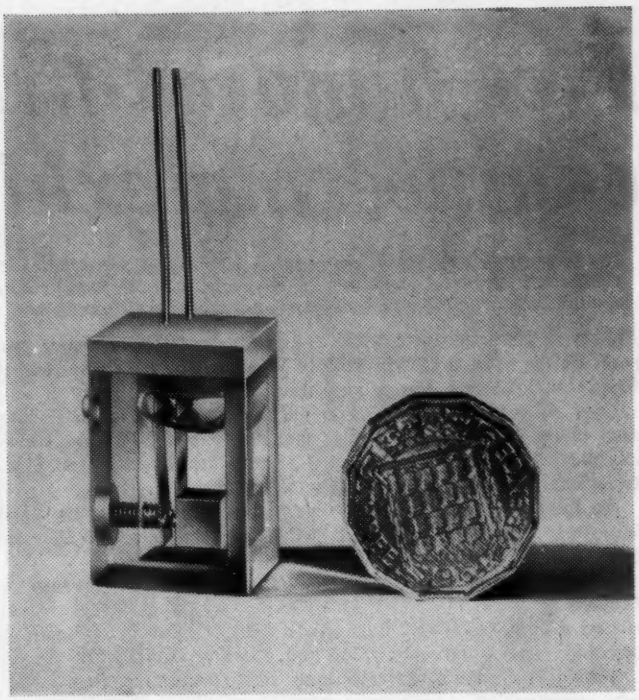
Exports of power plant and industrial machinery were £75 million, a £12 million increase. The biggest increases were £3.4 million in turbines, £1.7 million in switchgear and £1 million in transformers. Exports of electronic equipment rose from £43.9 million to £51.3 million, with increases of £2.4 million for computers, £2 million for navigational aids and radio communications, and £1.6 million for electronic control equipment.

The Commonwealth is still Britain's best customer, with exports of £153.7 million in 1966. The outstanding achievement of 1966 was the increase in exports to North America. Total despatches to the United States rose from £13.9 million in 1965 to £22.3 million, and those to Canada from £16.8 million to £20.3 million. Britain's success in expanding sales in this highly competitive market is underlined by AEI's recent break-through in winning a £20 million order for electrical generating equipment from Consolidated Edison of New York.

British electrical exports in 1966 to the main markets in the Far East were:

	£ million
Australia	31.6
New Zealand	16.3
Hong Kong	15.1
India	11.8
Malaysia	7.2
Singapore	5.3
Pakistan	4.3
China	4.0
Iran	3.4
Japan	3.0
Ceylon	2.0

Total exports to these countries alone were £104 million – more than a quarter of total exports by the industry.



Inertia switch, being shown for the first time by William McGeoch & Co. (Birmingham) Ltd. at the exhibition, was originally designed for acceleration/retardation applications in space vehicles and guided missiles. It has many applications in warning or monitoring systems where requirements call for the testing of braking efficiency or the determination of dangerous acceleration values.

STERLING

STERLING CABLE COMPANY LIMITED welcome you to their STAND No. MM 6 at the A.S.E.E. Exhibition. We are showing a number of new developments, including insulated conductors for instrumentation and aircraft wiring operating at conductor temperatures ranging from -269°C to 275°C: also a wide range of

- *Thermocouple Extension Cables*
- *Composite Electronic Cables*
- *Signalling and Control Cables*
- *High and Low Voltage Jumper Cables*
- *Trailing Cables*
- *Coaxial Cables*
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- *Telephone Cables*
- *Power Cables*

Etc. Etc. Etc.

STERLING CABLE COMPANY LIMITED · ALDERMASTON · BERKSHIRE

Telephone: Reading Trunk Sub 1000 Telex: 84137

Exports are helped by the prompt delivery now offered by British manufacturers. In 1966 15 per cent of electrical engineering exports were delivered by air. Increasing standardization and rationalization throughout the industry also speeds delivery. There is increasing harmonization of British Standards with international standards.

The industry also spends about £90 million a year on research to maintain and develop its position as a world supplier.

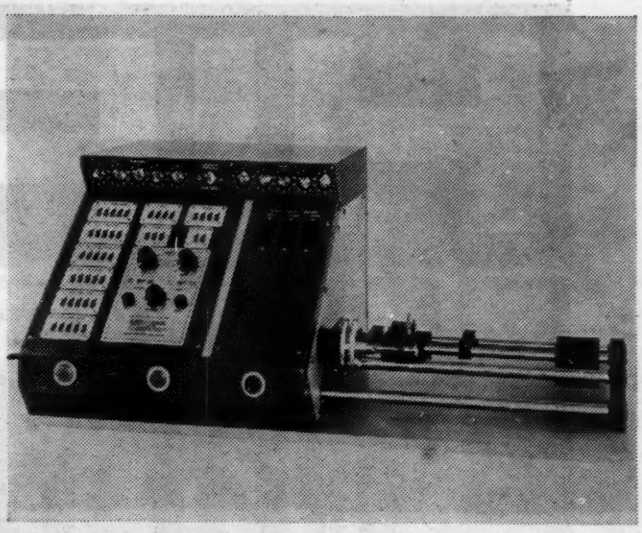
The results of this research will be seen at the International Electrical Engineers Exhibition. This is Britain's electrical shop window, providing an opportunity to see not only the latest developments, but also the whole range of equipment and services offered by the British electrical industry in every field.

One of the most important of these is power generation, transmission and distribution. Without adequate generating capacity the whole economy of a country suffers. Not only are modern industrial methods calling for more and more electrically-driven machinery, but continually rising standards of living are reflected in the domestic consumer's increasing use of the many forms of electrical labour-saving devices.

Electric power

To meet these needs in Britain, a large scale programme of new power station construction is being carried out; very large sums of money have to be spent constructing new generating capacity—£1,350,000 was spent on generating plant in the 10 years up to 1963, quite apart from the industry's investment in transmission and distribution facilities.

To provide this new capacity most economically, Britain is building progressively larger generating sets of improved efficiency and is constructing a 400 kV super-grid transmission system to transfer large blocks of power, generated at the most efficient stations, to other parts of the country. The first of the single-shaft 500 MW sets is already operating, and 49 others are under construction in the programme up to and including 1970. Plant development has advanced a further stage with the issue of a full technical specification for 660 MW turbine and boiler units operating at 3,500 pounds per square inch at 538° centigrade (1,000° fahrenheit), with the steam reheated twice to the same temperature. The 1970 programme, prepared in provisional form during 1964, envisages that the first two generating units at Drax, Yorkshire, will be of 660 MW capacity.



The new Eubanks automatic coil winder can be electronically programmed and will wind a variety of coils at speeds up to 8,000 turns per minute to precise tolerances. It will be shown for the first time by Automation Ltd. at the exhibition.

The British electrical industry has much to offer the rest of the world. At the Electrical Engineers Exhibition there will be new products in every field – generating and distribution equipment, industrial machinery, instruments and control equipment, materials

(*Continued on page ix*)

ITR

AN INVITATION FROM ITR

On stand N1 (Ground Floor) at the Electrical Engineers (A.S.E.E.) Exhibition, you can see a complete range of British Made time equipment which covers Payroll, Job Costing, Time Signalling, Supervised Clock Systems and automatic timed circuit control equipment. As specialists in the time equipment field, we pride ourselves in the quality and technical advancement of our products, which are used throughout the United Kingdom and exported to 56 countries. We invite you to come and see for yourself.

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Telephone: 01-748 4484

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A.S.E.E. EXHIBITION

STAND NO.

A5

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(FORMERLY HIRST ELECTRONIC LTD)

and components, and domestic equipment. A brief review of new developments on show in one field alone – rotary machines – will demonstrate the innovation on a broad front characteristic of the industry.

They range from heavy industrial equipment down to mini-motors of fractional horsepower for applications such as domestic washing machines.

Rotary machines

A new rational range of 400 Hz motor alternators, comprising 14 frame sizes covering output ratings from 100 VA to 60 kVA, is being introduced on Stand No. KK1 by W. Mackie and Co. Ltd. Those from 100 VA to 2.5 kVA are of the double inductor type, and from 3 kVA to 60 kVA of the separately excited type with low output impedance and high electrical performance. The entire range is completely brushless and can be operated from a 50 Hz supply.

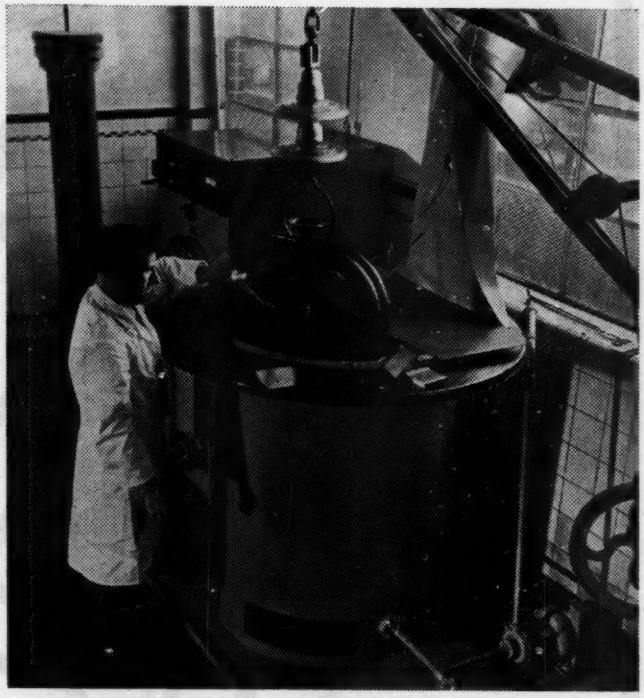
Also shown by the company for the first time are a full range of multi-speed Pole Amplitude Modulation (PAM) motors from frame size 71 (one-third h.p. at 4 pole) to frame size 132 M (10 h.p. at 4 pole), and a range of thyristor controlled DC motors, from frame size 56 to 112 M, constructed in standard metric hardware to IEC 72 - 1 (BS 3979).

A wide selection of voltages at 50 and 60 Hz, single and three phase, available from one machine by simple reconnection at the terminal box – this is the notable feature of the C range of revolving field brushless alternators, introduced by Newage Lyon Ltd. on stand No. H3.

The BRF series of brushless, self-regulating AC generators developed recently by Electric Construction is being shown on Stand No. H13. They can be driven direct from high speed internal combustion engines and have a high kVA/weight ratio. Outputs range from 10 kVA to 300 kVA.

A new 500 kVA gas turbine generating power pack to be shown by Dale Electric on Stand No. HH1 can be operated on natural gas as well as normal diesel oil or kerosene.

These are a few examples of exhibits which will illustrate how British electrical manufacturers are determined to continue their success in expanding export markets.



A resin-bonded asbestos paper laminate about to be tested for electric strength in hot oil, in the research department of Turner's Asbestos Cement Co. Ltd., a Turner & Newall company. The laminate, which is supplied to the electrical industry for insulation purposes, is clamped between brass electrodes on a test rig prior to being lowered into the oil. Up to 80,000 volts are applied to the sample during the test.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. Telex No. 53178.) Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London S.W.1. (Tel. 01-828 6271. Telex No 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
P. B. Hunt.

South Western Region
The Pithay, Bristol 1. (Tel. Bristol 21071. Code: 0272 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: 0222 62151. Telex No. 49267.) North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
I. Gray.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221 Code: 021, 643, 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1 (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. Telex No. 74578.)
H. E. Jones, C.B.E.

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FG534

How Government services can aid the Industry's exports

A GREAT DEAL OF help with the export of all types of electrical goods, from large switchgear equipment to miniature transistorized goods, is available from the Board of Trade, Export Services Branch, at Hillgate House, 35 Old Bailey, London, E.C.4 (or any of the Board of Trade's 10 regional offices, including one in Northern Ireland). (*See page ix for addresses.*)

The Board have quicker access to more information about the prospects of marketing any single – or bulk – item in the vast range of British electrical goods than any other single body, and, of course, their services are free.

And it should be remembered that this is a non-stop service. It is active all the time since it has a worldwide organization through a network of commercial officers who are members of HM Diplomatic Service. They devote all their energies to promote the sale of goods made in Britain.

If you want to know more about the services which they offer, you should get in touch with Export Services Branch or one of the Regional Offices with full details of your product.

The commercial officers overseas can supply all the local background knowledge that you will need about business conditions, local production and imports, local tastes and peculiarities, trading methods and other foreign competition relating to your product.

Precise and up-to-date information (it comes in by inter-Continental telephone, cable or telex – whichever is the fastest – at every hour of the day or night) about tariff and import regulations, is also available. This emphasis on speed is all essential as tariff and import regulations are changing somewhere all the time.

Assuming that your product is well established on the home market you will probably decide that the first step in exporting is to establish a contact with an established selling agent abroad. The selection of agents is a vital one and can affect the whole of your exporting in any one area.

This is one field especially where Export Services Branch can help. It is best to write to them in the first instance and then arrange to visit them, so giving them time to have found the answers in your preliminary letter.

The Branch or Regional Office will then be able to help in compiling, with your help, a carefully prepared brief about the product and your requirements. When this is done they will then be able to consult the commercial officers in the list of selected countries where there is the best export potential for your particular goods.

It is part of the commercial officer's job to have a wide field of contacts, and the suggestions he makes as to likely agents will be based on his personal knowledge and experience. Before advising you through the Board, he will already have approached them to establish interest in your product and will know that they are willing to consider an agency for you.

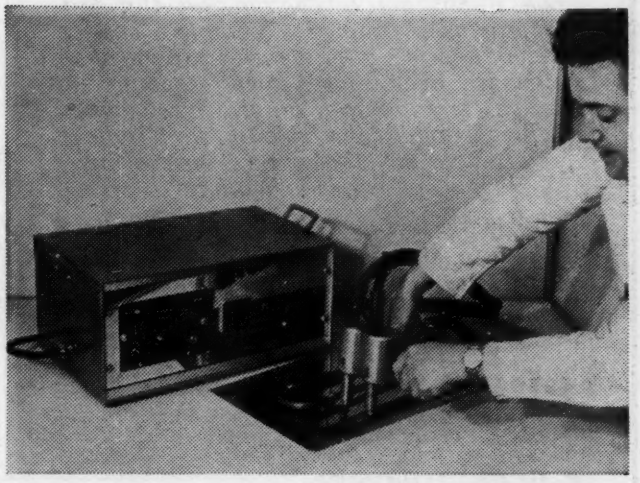
Of course, the final decision rests with you, and the best way is to visit the agent in the country where he is going to sell for you. It really is essential to get to know your agent and to meet him so that he gets to know you. Again, the Board can help you to plan this visit.

If your selection of an agent proves to be mutually beneficial, then do not neglect him. Bring him over to your works in Britain.

All this is not theory. The Board of Trade through Export Services Branch officers will do all this and more as part of their everyday duty.

Below are some excerpts from letters received from electrical manufacturers thanking the Branch's officers for the help they have given.

> 'Our recent visit to America and Canada, although very brief, was successful and resulted in the sale of some 28,000 dollars worth of equipment.
>
> 'We should like to express our thanks for the introductions to officers in Chicago and Montreal respectively. Both these officers were most helpful, and we do appreciate the help that the Board of Trade is giving us.'



Portable Welders Ltd., of Bicester, are showing a new and enlarged range of portable spot welding guns, and bench welders. All the guns are of the type that have the transformer built-in, giving smaller size and greater manoeuvrability than is possible with conventional equipment. There are guns for repair and maintenance work, and guns to cover every production application. The standard small light production gun the S.20, is now joined by an even smaller gun, the S.10, which weighs only 20 lbs. and is 12 in. long. This will weld 2 x 14 s.w.g. mild steel sheet, 2 x ¼ in. rounds, and has been designed for the wide variety of jobs where it is essential to have a hand held gun. It runs from a standard 240 volt 15 or 13 amp supply, and is coupled to the Mark IIIB Weld Control.

> 'We wish to take this wonderful opportunity to inform you that following your efforts to help secure us the services of agents in Uganda for the sales distribution of our equipment, we have now been successful in concluding negotiations on this matter. We are, however, highly indebted to you and all members of your staff whose efforts have contributed to our successful achievement in matters of this nature.
>
> 'We trust that we shall continue to enjoy the same efficient standard of service throughout the year 1968 as you have always endeavoured to accord us in the past year 1967.
>
> 'Nevertheless, we shall always cherish the happy and fruitful benefits we have derived by making full use of your services which, of course, is free.'

Some current export opportunities for United Kingdom manufacturers are given on page xiii.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing' Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day to day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

EXPORT PROMOTION *MEANS* ADVERTISING

The Publishing & Distributing Co. Ltd. is organised to give a complete service to all Exporters who want to expand their business overseas. We can recommend media, arrange the supply of specimen copies, submit schedules—in short, relieve you of your advertising problems in many parts of the World.

We list just a few overseas journals specifically devoted to the ELECTRICAL AND ALLIED TRADES—your advertisement will bring your product directly to the Customers you can influence to buy.

AUSTRALIA.	Australian Electrical World Telecommunications Journal. Circuit.
BELGIUM.	Electricitie.
BRAZIL.	Mundo Eletrico.
CZECHOSLOVAKIA.	Elektrotechnik.
DENMARK.	Elektroteknikeren.
FRANCE.	Electronique Professionelle. Moniteur Professionel de l'Electricite
GERMANY.	Elektrizitaet. Elektrizitaetswertschaft.
HOLLAND.	Electra. Electra Radio Mercuur.
ITALY.	Elettrotecnica.
JAPAN.	Electric Industry.
NEW ZEALAND.	N.Z. Electrical Journal.
RUMANIA.	Electrotehnica.
SOUTH AFRICA.	Electrical & Radio Journal.
SWITZERLAND.	Telecommunication Journal.
U.S.A.	Radio Electronics.

This list covers only a few export markets, but we shall welcome your enquiries regarding overseas advertising throughout the World.

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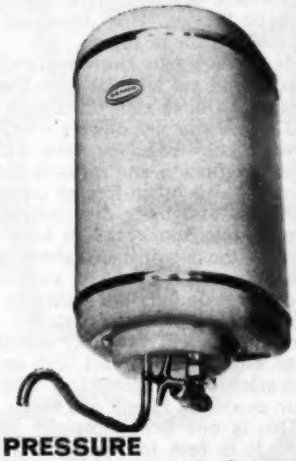
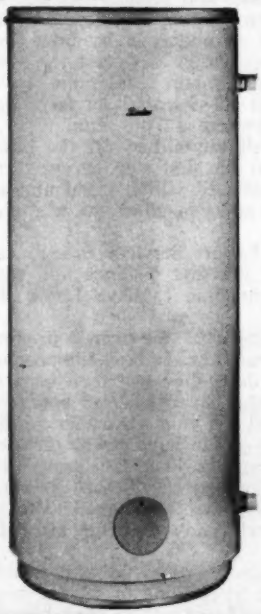
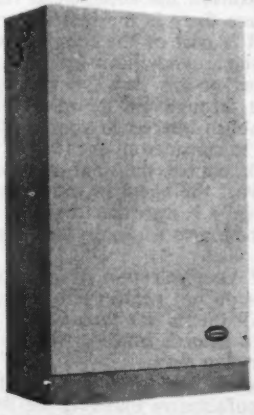
NON-PRESSURE
Will supply one or two adjacent points. For connection to all main water pressures, subject to local bye-laws. Suitable for wall fixing only.
Capacity 2¼ gallons—15 gallons





PRESSURE
For multi-point supply. Operates in conjunction with separate cold feed tank. Available as wall and floor mounted models.
Capacities 3 gallons—100 gallons



CISTERN
For multi-point supply where no existing cistern is available. Built-in feed tank permits connection to mains water pressure. Available as wall and floor mounted models.
Capacities 5 gallons—100 gallons

In addition to the standard range of automatic electric storage water heaters, are instantaneous heaters and models designed to take advantage of off-peak tariffs. Full details of these and many other heaters are available in the SANTON Architects' A4 catalogue, free copies of which are available.

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Telephone 71711

CURRENT EXPORT OPPORTUNITIES FOR ELECTRICAL MANUFACTURERS

THESE CURRENT export opportunities for electrical manufacturers are a few examples of the many which are regularly in the *Export Service Bulletin*. The *Bulletin*, which is issued daily from Monday to Friday, provides detailed up-to-the-minute information obtained from the British Commercial Diplomatic Officers overseas – such as Market Pointers, Export Opportunities and Tenders. In addition, comprehensive market reports on individual commodities are published from time to time. A quarterly review, *World Economic Comments*, is also published. This gives short appraisals of the general economic and commercial climate in over 100 countries. Each report runs to about 250 words. Subscriptions to the complete *Bulletin* service costs only £10 10s. per annum, a modest charge for such an essential tool for the serious British exporter.

Further particulars, subscripition forms and specimen copies, may be obtained from the *Bulletin* section, Export Services Branch, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058). Telex 886143. Answer back Bothillgate LDN.

The contents of the *Bulletins* are also summarized weekly in the *Board of Trade Journal*.

AUSTRALIA
ESB. 4043/68
Electrical apparatus and equipment
Agency inquiry

SWITZERLAND
ESB. 2908/68
Control equipment; fans; lamps; potentiometers; relays; resistors
Agency inquiry

MEXICO
ESB. 2315/68
Electric sub-station
Export opportunity

UNITED STATES
ESB. 2740/68
Synchronous hysterisis motors
Export opportunity

FRANCE
ESB. 2397/68
Radios; record players; tape recorders; TV sets
Agency inquiry

NEW ZEALAND
ESB. 1992/68
Circuit breakers
Agency inquiry

JORDAN
ESB. 46306/67
Electric lighting fittings
Agency inquiry

KUWAIT
ESB. 4360/68
Electric domestic appliances and fittings; lighting equipment
Agency inquiry

FEDERAL REPUBLIC OF GERMANY
ESB. 1960/68
Electrical household appliances
Agency inquiry

KENYA
ESB. 43861/67
Electric cookers; domestic electrical appliances
Agency inquiry

Alan Banks (left) a training officer with GEC (Telecommunications) Ltd., at Coventry, discusses a circuit diagram with three technicians who are spending two months in GEC's training school. The technicians, from left: Elias Nasser, Abdullah Kara, and Khalil Khalil, work for the Iraq Petroleum Company Ltd. Under a contract worth about £40,000, GEC is supplying equipment to IPC for a 600-mile telephone link between Iraq, Syria and the Lebanon.

KUWAIT
ESB. 46482/67
Cables; switchgear; transformers
Agency inquiry

FINLAND
ESB. 46327/67
Dish-washing machines
Agency inquiry

INDIA
ESB. 3767/68
Switchgear
Tender – Closing date March 25, 1968

THAILAND
ESB. 3740/68
Turbine generator
Tender – Closing date March 18, 1968

FEDERAL REPUBLIC OF GERMANY
ESB. 3844/68
Generator turbine
Export opportunity

AUSTRALIA
ESB. 3718/68
Electrical equipment
Tender – Closing date March 13, 1968

14th International Electrical Engineers (A.S.E.E.) Exh

A

DD1 A.B. Engineering Co.
J17 Aberdare Cables Ltd.
J17 Aberdare Engineering Ltd.
G10 AC-Delco Division of General Motors Ltd.
EE3 A.C.O. Engineering Ltd.
DD6 *AEG (Great Britain) Ltd.
SS2 Acrastyle Ltd.
F5b Aerialite Ltd.
J6 Albright (Engineers) Ltd.
J6 Albright Engineers (Exports) Ltd.
G5 Alkaline Batteries Ltd.
M13 Allen West (Brighton) Ltd.
CC5 Allied Insulators Ltd.
RR6 Aluminium Wire and Cable Co. Ltd.
RR1 *Amalco Semiconductor
PP4 Appliance Components Ltd.
OO11 Arcolectric Switches Ltd.
DD8 Artic Fuse & Electrical Mfg. Co. Ltd., The
G3 Ashley Accessories Ltd.
MM2 Asquith Electrics (Colne) Ltd.
J14/K12 Associated Electrical Industries Ltd./G.E.C.
AA9 Association of Supervising Electrical Engineers
EE12 Astonia Screw Machine Products Company
G3 Astral Switchgear Ltd.
L12 *Aumann K. G., Willy
H21 *Automation Ltd.
G15 Austinlite Ltd.
BB2 Avo Ltd.

B

LL1 *B & R Coil Winding Equipment Ltd.
EE6 B. & R. Relays Ltd.
DD12 *Bach-Simpson Ltd.
J7 Backer Electric Co. Ltd.
H8 Baldwin & Francis Ltd.
E3 Bakelite Xylonite Ltd., Plastics Materials Group
J20 Baldwin, H. J., & Co. Ltd.
E13 Bamforth Engineering Ltd.
G5 Bardic Systems Ltd.
M15 Batiste Publications Ltd.
L12 Beck, Dr., & Co. Ltd.
M10 Belmos Peebles Ltd.
M10 Belmos Peebles Switchgear Ltd.
B6 Benjamin Electric Ltd., The
A2 Benn Brothers Ltd.
FF9 Bennett, P. Allen, Ltd.
M12 Bertram Thomas (Engineers) Ltd..
E8 BICC-Burndy Ltd.
A4 Bill Switchgear Ltd.
OO9 B.I.P. Chemicals Ltd.
H16 B.K.B. Electric Motors Ltd.
J15 Blackwell, F.C., Ltd.
MM11 Boast, R.R., Ltd.
MM8 *Bodendieck Tool Co.
CC11 *Bohneblust & Deitrich
M14 Bolton, Thomas, & Sons Ltd.
GG5 Borg Warner Controls Division of Borg Warner Ltd.
CC11 *Bourgeois, Ste. R., & Cie
GG7 Bowden Bros. Ltd.
F2/3 Bowthorpe Group of Companies
F3 Bowthorpe Line Equipment Ltd.
G14 Bray, Geo., & Co. Ltd.
F11 British Aluminium Co. Ltd., The
CC7 British Brown-Boveri Ltd.
K3 British Electric Resistance Co. Ltd., The
E8 British Insulated Callender's Cables Ltd.
PP11 British Motor Corporation Ltd.
F6 Brookhirst Igranic Ltd.
CC7 *Brown Boveri & Cie.
CC7 *Brown Boveri & Cie. A.G.
M9 Brook Motors Ltd.
J16 Browning's Electric Co. Ltd.
AA6 Brunel University
L8 Brush Electrical Engineering Co. Ltd.
M10 Bruce Peebles Ltd.
CC5 Bullers Ltd.
H16 Bulpitt & Sons Ltd.

C

OO7 Cable Covers Ltd.
DD12 *Canadian Controllers Ltd.
DD12 *Canadian Government
L13 Carborundum Co. Ltd., The Refractories & Electronics Division
EE12 Castle Repetition Ltd.
HH5 Catylators Ltd.
H21 *Challis, Henry, Ltd.
EE4 Chalmers, & Mitchell Ltd. Andrew,
RR3 Chidlow, E., & Co. Ltd.
D6 Chilton Electric Ltd.
D6 Chilton Electric Products Ltd.
F10 Ciba (A.R.L.) Ltd.
J15 Circulume Ltd.
AA12 City & Guilds of London Institute
J23 Clang Ltd.
D4 Claire-Elliott Ltd.
H1 Clare Instrument Co.
D2 Clarke (Electrical) Co. Ltd.
K4 Clarke, H., & Co. (Manchester) Ltd.
HH8 C. M. P. Glands Ltd.
M2 Co-Axial Risers Ltd.
MM10 *Coil Winding Equipment Co.
L12 *Cole Electronics Ltd.
EE12 Collinson's Precision Screw Co. Ltd.
O4 *Compagnie Générale d'Electricité
O4 *Compagnie Générale d'Electro-Ceramique
CC7 *Compagnie Electro Mecanique
GG6 *Complete Electrics
OO10 Concordia Electric Wire & Cable Co. Ltd., The
GG7 Connaught Contractors Ltd.
MM7 Connollys (Blackley) Ltd.
K19 Contactum Ltd.
CC13 Control Instruments Ltd.
D5 Crabtree, J.A., & Co. Ltd.
CC11 Cradley Tool & Gauge Ltd.
OO4 Craig & Derricott Ltd.
C7 Cressall Manufacturing Co. Ltd., The
O10 Cressall Printed Circuits Ltd.
EE13 Critchley Bros. Ltd.
K13 Crompton Parkinson Ltd.
NN8 *Crouzet England Ltd.

D

HH1 Dale Electric of Great Britain Ltd.
J26 *Danfoss (London) Ltd.
EE12 Datim Screw Co. Ltd.
G4 Davis Sheet Metal Engineering Co. Ltd.
PP10 Daystrom Ltd.
O4 †Delle-Alsthom
J10 Delta Controls Ltd.
EE12 Delta Repetition Components Ltd.
CC3 Delway Products Ltd.
J1 Dennis, G. P., Ltd.
OO2 Designplan Lighting Ltd.
GG6 Desitron Ltd.
J8 Dimplex Ltd.
EE2 Distribution Transformers Ltd.
FF1 Dodd Transformers Ltd.
H4 Donovan Electrical Co. Ltd.
J18 Doulton Insulators Ltd.
F5b D. R. Illuminations Ltd.
K21 Dubilier Condenser Co. (1925) Ltd.
HH4 *Dr. E. Dürrwachter—Doduco—K.G.
CC8 Dussek Division. Burmah Oil Trading Limited
FF5 Dyson Diecastings Ltd.

E

H13 E.C.C. (Moulded Breakers) Ltd.
H18 E.D.C. Electricals Ltd.
M10 Edgcumbe Peebles Ltd.
H2 Egatube Ltd.
H20 Ekco-Hawkins Ltd.
FF9 *Elan Schaltelemente GmbH
DD9 *Eldon Electric Ltd.
H13 Electric Construction Group of Companies
H13 Electric Construction (W'ton) Ltd.
FF5b Electrical Equipment
CC5 Electric & Ordnance Accessories Co. Ltd.
J9 Electric Power Storage Ltd. (Chloride, Tudor Divisions)
AA11 Electrical & Electronics Industries Benevolent Association
B5 Electrical & Electronic Trader
M15 Electrical and Electronics Manufacturer
F7 Electrical Apparatus Co. Ltd., The
AA2 Electrical Association for Women
B5 Electrical Export Review
E14 Electrical Remote Control Co. Ltd.
C3 Electrical Research Association, The
B5 Electrical Review
B2 Electrical Times Ltd., The
AA5 Electrical Trades Union
M15 Electrical Wholesaler
B3 Electricity Council, EDA Division
DD2 *Elektrisola Dr. Gerd Schildbach
GG6 *Electro-Applications Inc.
K2 Electro Automat Ltd.
H18 Electro Dynamic Construction Co. Ltd.
H18 Electrodynamic & Hewitt Electronics Ltd.
K23 Electro Mechanical Manufacturing Co. Ltd.
FF6 *Electro Plastics Ltd.
O10 *Electroimpex Co. Ltd.
FF5b Electronic Equipment News
FF8 Electrosonic Ltd.
CC1 Electro Specials Ltd.
DD12 *Electrovert Manufacturing Co. Ltd.
DD3 Electrowarm Ltd.
D4 Elliott-Automation Ltd.
D4 Elliott Brothers (London) Ltd.
B4 Ellison, George, Ltd.
DD9 Eldon A. B.
F2 E.M.P. Electric Ltd.
G11 E.M.S. Electrical Products Ltd.

Exhibits from abroad

F5a Enfield Rolling Mills Ltd.
F5a Enfield-Standard Power Cables Ltd.
J19 Engel & Gibbs Ltd.
A1 Engel, S.I., & Co.
AA7 Engineering Industries Group Apprenticeship
L7 English Electric Co. Ltd., The
O4 *Entrelec
J22 Erma Ltd.
H10 Erskine, Heap & Co. Ltd.
DD12 *Esna Ltd.
RR2 Essex Mica Co. Ltd.
FF10 Ether Ltd.
GG7 Eureka Engineering Co. Ltd.
L10 Evershed & Vignoles Ltd.
O12 *Exico Ltd., London
C7 Expanded Metal Co. Ltd., The
GG1 Expandite Ltd.

F

O4 *Fabrique d'Appareillage Electrique et d'Articles Métalliques
E9 Falks Limited.
A1 Faraday Electrical Mfg. Co.
H13 Federal Electric Ltd.
DD12 *Federal Pacific Electric of Canada
J18 Ferguson, J. R. (Electrical Engineers) Ltd.
C5 Ferranti Ltd.
HH9 Field & Grant Ltd.
RR1 *Filotex, S.A.
A3 Fluvent Electric Ltd.
HH6 Formica Ltd.
L5 Fractional H.P. Motors Ltd.
O4 *France, Government of
G6 Friedland, V. & E., Ltd.
L8 Fuller Electric Ltd.

G

J27 G. & M. Power Plant Co. Ltd.
J14/K12 G.E.C./A.E.I.
F12 Gent & Co. Ltd.
M16 Gibson Todd & Co. Ltd.
SS1 Gilflex Conduits Ltd.
NN1 *Glamox, A. S.
RR1 *Globe Industries
G12b G.P.O., London Telecommunications Region
CC15 Grawater Ltd.
J2 Greenwood Airvac Conduit Systems.

H

M12 Hackbridge & Hewittic Electric Co. Ltd.
N3 Haffenden,W.W., Ltd.
HH4 *Harding, J. M. (Worthing) Ltd.
M2 Hargreave, J. M. (Products) Ltd.
HH5 Harmer & Simmons Ltd.
N2 Harrison, A. T., & Co. (Mouldings) Ltd.
K11 Harvey Hubbell Ltd.
FF4 Hawke Cable Glands Ltd.
K13 Hawker Siddeley Electric Ltd.
L8 Hawker Siddeley Electric Plant Ltd.
L8 Hawker Siddeley Power Transformers Ltd.
B1 Heatrae Ltd.
K20 Heayberd, F. C., & Co. Ltd.
J3 Hedin Heat Ltd.
L14 Heenan & Froude Ltd.
F3 Hellermann Electric Co. Ltd.
F3 Hellermann Deutsch Ltd.
F3 Hellermann Terminals Ltd.
D2 H. H. Electrical (London) Ltd.
HH9a Highland Electronics Ltd.
J5 Hilmor Ltd.
A5 Hirst Electric Industries Ltd.
A5 Hirst (Microwave) Heating Ltd.
SS5 Holme, Edward, & Co. (1931) Ltd.
L2 Honeywell Controls Ltd.
QQ7 Horstmann Gear Co. Ltd.
RR9 Hotfoil Ltd.
FF3 Huber, J. J., Ltd.

I

PP5 Imhof, Alfred, Ltd.
K7 *Impag (London) Ltd.
M2 Industrial Service Outlets Ltd.
HH5 Ingram & Glass Ltd.
AA10 Institution of Electrical and Electronics Technician Engineers Ltd.
AA8 Institution of Electrical Engineers
EE12 Instrument Screw Co. Ltd.
B4 Insulating Components & Materials Ltd.
3 Insuloid Manufacturing Co. Ltd.
AA13 Inter-departmental Publicity Working Party on Technology and Engineering
RR1 *International Electronics Research Corporation
N1 International Time Recording Co. Ltd.

) Exhibition. List of Exhibitors for 1968

G1 *Invest-Export
H2 I.R.L. Products Ltd.
HH4 *Isola Werke A.G.
E2 Isopad Ltd.

J

G1 *Jeppesen Heaton Ltd.
F5a Johnson & Phillips Ltd.
C6 Johnson, Rd., & Nephew (Non-Ferrous) Ltd.

K

CC11 *Kautt & Bux
NN9 Kempston Electrical Co. Ltd.
G13 Kent Bros. Electric Wire Co. & E. H. Phillips Ltd.
E13 *Klaxon Ltd.
HH7 Klippon Electricals Ltd.
LL5 *Klockner-Moeller England Ltd.
MM10 Kolectric Ltd.
K10 K.P.E. Controls Ltd.
L12 *Kumag A. G.

L

F6 Lancashire Dynamo Electronic Products Ltd.
—see Thorn Automation Ltd.
EE12 Lancashire Repetition Ltd.
D8 Landis & Gyr Ltd.
E6 Langley London Ltd.
M11 Laurence, Scott & Electromotors Ltd.
RR1 *Lectropon Ltd.
HH2 *Leroy Electric Motors Ltd.
H5 Lewden Metal Products Ltd.
K1 Light & Power Accessories Co. Ltd., The
H18 Limit Sales (Holdings) Ltd.
HH3 Linegear Ltd.
CC6 Linton & Hirst Ltd.
DD7 Lloyds Bank Ltd.
CC2 Logan, Walter, & Co. Ltd.
D4 Londex Ltd.
L9 London Electric Wire Co. and Smiths, Ltd., The
EE12 London Repetition Ltd.
G12b London Telecommunications Region, G.P.O.
M16 Long & Crawford Ltd.
HH4 Lutz & Co.
CC11 Lye Commutators
J25 *Lyons, Claude, Ltd.
H7 Lyvia of London Ltd.

M

K6 M. & C. Switchgear Ltd.
KK1 Mackie,W., & Co. Ltd.
E15 Magneta (B.V.C.) Ltd.
FF5a Magnetic & Electrical Alloys Ltd.
O2 *Magrini S.P.A.
F8 Mantel Metalworkers Ltd.
H21 *Marbaix, Gaston E., Ltd.
H21 Marbaix Industries Ltd.
H6 Marryat & Place Ltd.
EE8/CC12 *Martin and Lunel
H14 Mather & Platt Ltd.
L4 Mawdsley's Ltd.
F13 M.C.B. Co. (Lupus) Ltd.
K15 McGeoch, William, & Co. (Birmingham) Ltd.
E1 M.E.L. Equipment Co. Ltd., The
M2 Metal Fittings Ltd.
N4 Metway Electrical Industries Ltd.
GG4 *Metzenauer & Jung GmbH
K7 *Micafil Ltd.
FF7 Midland Bank Ltd.
CC14 Midland Dynamo Co. Ltd., The
C4 Midland Electric Manufacturing Co. Ltd., The
RR8 Mineral Insulated Cables Ltd.
H15 Ministry of Public Building &Works
H9 Minnesota Mining & Manufacturing Co. Ltd.
E10 M.K. Electric Ltd.
L8 Morecambe Electrical Equipment Co. Ltd.
K10 M.T.E. Control Gear Ltd.
RR5 Mullard Limited
EE10 Mycalex Limited
EE10 Mycalex & T.I.M. Ltd.

N

D1 Naider Bros. & Thompson Ltd.
DD12 *Nash & Harrison Ltd.
AA3/4 National Inspection Council for Electrical Installation Contracting
F5b Nettle Accessories Ltd.
H3 Newage Lyon Ltd.
L6 Newman Industries Ltd.
CC13 Newton Brothers (Derby) Ltd.
CC9 Nobrac Carbon Ltd.
C2 Norco Electrics Ltd.

O

CC7 *Oerlikon Engineering Co.
CC9 Offord-Seebright Ltd.
RR7 Oldham & Son Ltd.
H11 Ottermill Switchgear Ltd.
MM8 Overhead Line Fittings Ltd.

P

M1 P. & B. Engineering Co. Ltd.
QQ4 Painton & Co .Ltd.
H11 Panford Engineering Co. Ltd.
G12a Parmeko Ltd.
G2 Partridge,Wilson & Co. Ltd.
GG2 Parvalux Electric Motors Ltd.
EE1 Payne, P.P., & Sons Ltd.
C8 Peppers of Woking Ltd.
FF2 Perkins, John M., & Smith Ltd.
OO1 Perma Rubber Co. Ltd.
K9 Permali Ltd.
NN8 *Petercem
O4 *Petitjean & Cie.
PP2 Pfeiffer Vacuum Engineering (G.B.) Ltd.
J12 Pirelli Construction Co. Ltd.
J12 Pirelli General Cable Works Ltd.
DD5 Plessey Co. Ltd., The
J21 Poles Limited
O5 *Polservice
OO3 Portable Welders Ltd.
K14 Power Centre Co. Ltd., The
C8 Power Connectors Ltd.
F2 Power Development Ltd.
BB1 Preformed Line Products (G.B.) Ltd.
J4 Process Control Gear Ltd.
M8 Publishers Association, The
G9 Pyrotenax Limited

R

G16 Rawlplug Co, Ltd., The
OO8 Raychem Ltd.
CC4 Rayleigh Instruments Ltd.
CC6 Redpoint Ltd.
J13 Relite Electric Ltd.
L12 *Reutlinger-Losenhausen
E11 Reyrolle, A., & Co. Ltd.
HH4 *Rheinische Kohlebürstenfabrik Franz Wenzel K. G.
E E9 Rist's Wires & Cables Ltd.
MM10 *R.M.T.
EE10 Rosite Ltd.
E4 Ross, Courtney & Co. Ltd.
PP15 Rotaflex (Great Britain) Ltd.
GG7 Rotaire Driers Ltd.
SS4 Rotawinder Ltd.
K16/K17 Rowlands Electrical Accessories Ltd.
QQ11 Royal Navy
RR10 Royal Signals

S

QQ10 *S & B Commutators Ltd.
MM8 *Salvi, A., & C. S.p.A.
H7 Sams Electrical (London) Ltd.
D6 Sanders Switchgear Ltd.
G8 Santon Ltd.
FF1 Savage Transformers Ltd.
F4 Scholes, George H. & Co. Ltd.
L12 *Schumann, Heinrich
DD12 *Scintex Ltd. (Sharpe Instruments)
QQ10 *Scott, Geo. L. & Co. Ltd.
EE12 Scottish Repetition Ltd.
EE12 S.E.F. Ltd.
NN6 Sellotape Products Ltd.
PP3 Sharplin,W. J., Ltd.
FF5b Shaw Publishing Co. Ltd.
EE7 Shawford Control Gear Co. Ltd.
EE7 Shawford Engineering Co. Ltd.
F1 Sheen (Nottm.) Ltd.
LL4 Shell Chemicals U.K. Ltd.
NN3 *Siemens (United Kingdom) Ltd.
EE6 Simmonds Relays Ltd.
GG4 Simmons Electrical Services (Sutton) Ltd.
QQ8 Simon Equipment Ltd.
J15 Simplex Electric Co. Ltd.
J15 Simplex-GE Ltd.
PP6 Simplex Time Recorder Co. (U.K.) Ltd.
MM9 Small Power Machine Co. Ltd.
L9 Smith & Co., Frederick
MM1 Smith & Nephew Tapes Ltd.
DD4 Smith Hobson Ltd.
P9 Smithlite Ltd.
J24 Smiths Industries Ltd. (Ceramics Division)
GG6 Smitt, H. M.
EE12 Solent Repetition Ltd.
RR1 *Souriau et Cie.
J17 South Wales Switchgear Ltd.
PP1 Spirohest Electric Co. Ltd.
PP1 Spiro-Sales Co. Ltd.
D3 Square D Ltd.
N2 Stadium Ltd.
HH4a Stanleys (Stratford) Ltd.
C1 Star Aluminium Co. Ltd.
NN2 *Starkstrom Ltd.
M3 Statter, J. G., Ltd.
MM6 Sterling Cable Co. Ltd.
CC7 *Stotz-Kontakt GmbH

Exhibits from abroad

O12 *Strojexport
QQ3 Stuart Turner Ltd.
H7 *Sullam, S. D., Ltd.
RR4 Sutcliffe, Speakman & Co. Ltd.
QQ5 Switchgear & Cowans Ltd.
C1 Swiss Aluminium Ltd.
N5 Switchgear Engineering Ltd.
MM5 Switchgear & Equipment Ltd.
M5 Symonds, R. H., Ltd.

T

BB2 Taylor Electrical Instruments Ltd.
CC5 Taylor Tunnicliff & Co. Ltd.
CC5 Taylor Tunnicliff (Refractories) Ltd.
G1 Techna (Great Britain) Ltd.
RR1 *Teledyne Precision Inc.
H16 Tenby Electrical Accessories Ltd.
DD12 *Taymer Industries Ltd.
KK4 *Telemecanique
D6 Telio Ltd.
K5 Thermodare Great Britain
F6 Thorn Automation Ltd.
E5 Thorpe, F.W., Ltd.
MM13 Time Sharing Ltd.
RR1 *Transitron Electronics Ltd.
DD12 *Trench Electric Ltd.
J1 Trunduct Ltd.
J15/K14 Tube Investments Ltd. (Simplex Electric Co. Ltd., Simplex-GE Ltd., F. C. Blackwell Ltd., The Power Centre Co. Ltd. Circulume Ltd.)
B4 Tufnol Ltd.
EE5 Turners' Asbestos Cement Co. Ltd.

U

K18 Ucan Products Ltd.
DD10 U.K. Solenoid Ltd.
CC12 *U.M. Electrical Distributors Ltd.
O4 *Unelec
K5 Unidare Ltd.
PP4 Unimax Switch Ltd.
GG4 Unit Contactor Sales Ltd.

V

L9 Vactite Wire Co. Ltd.
D7 Valor Engineering Ltd.
D7 Valor Vanguard Ltd. The Electrical Division of the Valor Co. Ltd.
J11 Venner Ltd.
OO5 Vent-Axia Ltd.
H18 Veritys Fans (Holdings) Ltd.
K15 Veritys (Maxlume) Ltd.
K15 Veritys (Switchgear) Ltd.
M7 Victor Products (Wallsend) Ltd.
GG6 Villiers, Peter, & Partners Ltd.
GG6 Vuille Control Panels (Sales)

W

CC10 Wade, George, & Son Ltd.
CC10 *Wade (Ireland) Ltd.
K8 Walker, W. G., & Co. (Engineers) Ltd.
G7 Wallacetown Engineering Co. Ltd., The
E7 Walsall Conduits Ltd.
EE12 Walthamstow Turned Parts Ltd.
E12 Wandsworth Electrical Manufacturing Co. Ltd.
K11 Watford Electric & Manufacturing Co. Ltd.
H17 Watliff Co. Ltd.
GG6 Watts, R. A. (Overseas) Ltd.
HH7 *Weidmueller K.G., C. A.
HH8 Welinlok Ltd.
H12 Westinghouse Brake & Signal Co. Ltd.
PP12 Westminster Bank Ltd.
QQ1 Westminster Marketing Co. Ltd.
L11 Whipp & Bourne Ltd.
PP7 Whitelegg, Frank, Ltd.
QQ2 Whitehouse, George, & Co. (Birmingham) Ltd.
EE8 *Wholesale Fittings Co. Ltd., The
MM11 Willbow Associates Ltd.
PP9 Willsher & Quick Ltd.
AA14 Wimbledon Technical College
QQ6 Winstar Group of Companies
J20 Wiroohms (Universal) Ltd.
L3 Woden Automation Ltd.
L3 Woden Transformer Co. Ltd.
C1 Woollacott, Arthur, Ltd.
GG8 Wynstruments Ltd.

Y

K22 Yorkshire Switchgear & Engineering Co. Ltd.

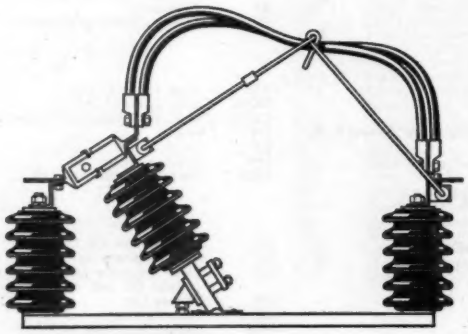
Z

M6 Zenith Electric Co. Ltd., The
M4 Zone Controls Ltd.

Double letters denote first floor stands

SEE US ON
STAND MM5
A.S.E.E. EXHIBITION
EARLS COURT. MARCH 27—APRIL 3

isolate connect



Series TR 101
Standard distribution isolator
6.6kV – 11kV – 15kV
400 amp
13.1kA r.m.s. 3 sec
BS 3078 IEC 129
Replaceable insulators
Replaceable live parts
Operate (3-phase) by handle
or by Hook-stick
3-insulator (illustrated) or 2
S10 or other steelwork
1-phase weight :—

19 lb (8·5 Kg)	2 insulator
27 lb (12 Kg)	3 insulator

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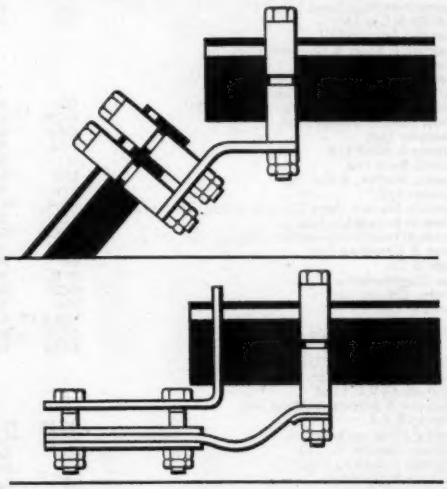
And other designs up to 500kV



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Busbars to transformers,
Busbars to CT's and VT's
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United Kingdom exports of electrical machinery

OVER THE LAST decade exports of electrical machinery have grown at an average rate of about 5 per cent a year. This is about the same as the rate of growth of manufactured goods in general, but a little faster than total exports. Throughout the period exports of electrical machinery usually formed between 8 and 9 per cent of exports of manufactured goods. Electrical machinery has been one of the fastest growing sectors of world trade, and exports in this category by the main manufacturing countries grew at about 12 per cent a year in the period 1956 to 1966. Table 1 shows the total exports of electrical machinery in each year since 1954.

In Table 1, and throughout this article, electrical machinery has been defined as goods classified to Division 72 of the Standard International Trade Classification (Revised). In 1967 exports of electrical machinery, at £345 million, were about the same as in 1966, but shipments were delayed severely in the fourth quarter of 1967 by the dock strikes at Liverpool and London, and there are likely to be arrears to be made good in the early months of 1968. Without this distorting influence exports of electrical machinery in 1967 would have shown an improvement over the previous year. It is not possible, however, to estimate precisely how exports of the various categories of electrical machinery in 1967 were affected by the dock strikes, and no detailed analysis can be made of the 1967 performance. This needs to be borne in mind in any assessment of the 1967 figures.

Table 2 shows detailed figures of exports of the various categories of electrical machinery over the last five years. At £55 million in 1967, exports of Electrical Power Machinery were £4 million (7 per cent) above the figure for 1966 despite the effects of the dock strikes, and continued the improvement which has occurred each year since 1964. Exports of Switchgear and Control Gear, which increased sharply in 1965, fell back a little in 1966, and again in 1967. Exports of Electric Distribution Equipment increased strongly in 1966 after remaining fairly level for three years, but fell very sharply in 1967.

Table 1. United Kingdom exports of electrical machinery, 1954-1967

	£ million f.o.b. (per cent change on year earlier)
1954	174·7
1955	196·4 (+12)
1956	221·7 (+13)
1957	231·8 (+5)
1958	228·1 (— 2)
1959	238·0 (+ 4)
1960	243·7 (+ 2)
1961	271·4 (+11)
1962	286·9 (+ 6)
1963	318·1 (+11)
1964	314·6 (— 1)
1965	330·5 (+ 5)
1966	345·5 (+ 5)
1967	344·9 (—)

Exports of Telecommunications Equipment (other than television and radios) at £83 million in 1967 enjoyed a further moderate expansion of 5 per cent; this category has grown fairly steadily since 1963. Exports of both the Television and Radios and Domestic Electric Equipment categories have declined progressively since 1963. The most marked fall was in exports of complete washing machines, which in 1966 and 1967 were only about a third of the 1963 level.

The remainder of electrical machinery exports classified as 'Other Electrical Machinery' in Table 2 increased in total in 1967. The category as a whole has shown steady and fairly widespread growth since 1964.

Area pattern of exports

The market distribution of United Kingdom exports of electrical machinery during the past five years is shown in Table 3. The sterling area continues to be the most important market for the industry, although exports to the area in 1967, which may have been

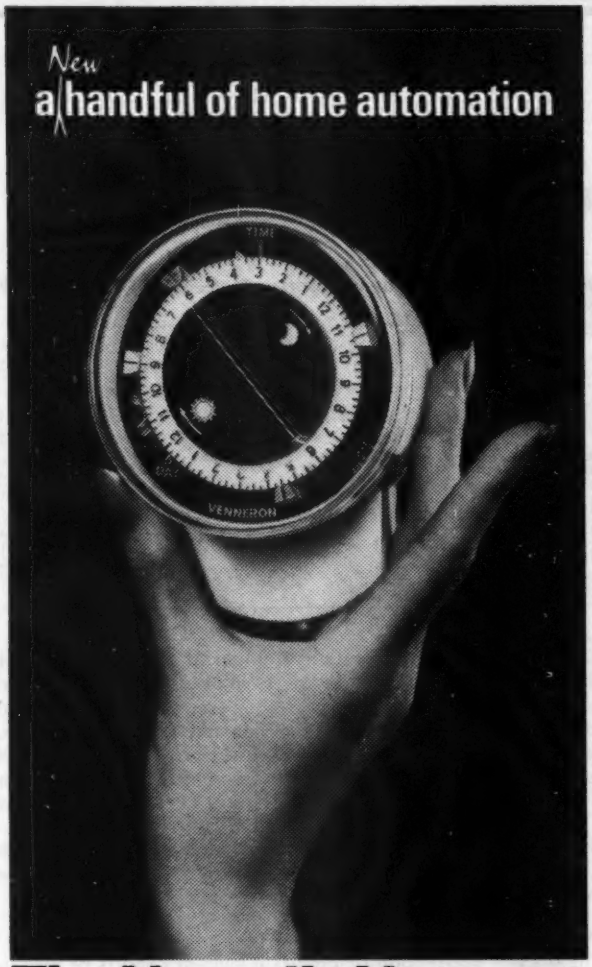
(Continued on page xix)

Table 2. United Kingdom exports of electrical machinery, 1963-1967

(Division 72 of the Standard International Trade Classification)

£ million f.o.b. (per cent change on year earlier)

	1963	1964	1965	1966	1967
Electric Power Machinery	46·3	42·4 (— 8½)	49·4 (+16½)	51·3 (+ 4)	55·0 (+ 7½)
Switchgear and control gear	31·3	31·4 (+ ½)	37·3 (+18½)	36·1 (— 3)	33·9 (— 6)
Electric distribution equipment	35·2	35·3 (+ ½)	33·9 (— 4)	38·2 (+12½)	31·5 (—17½)
Television and radios	10·0	8·0 (—20)	7·6 (— 4½)	7·6 (—)	6·0 (— 21)
Other telecommunications equipment	68·3	72·4 (+ 6)	72·0 (— ½)	79·5 (+10½)	83·3 (+ 5)
Domestic electric equipment	35·6	34·8 (— 2)	32·2 (— 7½)	28·5 (—11½)	27·0 (— 5)
Washing machine	11·2	8·9	5·5	3·6	3·6
Washing machine parts	2·7	3·2	4·2	3·4	3·7
Vacuum cleaners	3·5	4·0	4·2	3·6	3·0
Vacuum cleaner parts	1·4	1·4	1·5	1·6	1·3
Other domestic electric equipment	16·8	17·3	16·8	16·3	15·4
Other electrical machinery	91·4	90·3 (— 1)	98·1 (+ 8½)	104·3 (+ 6)	108·1 (+ 3½)
Batteries and accumulators	11·5	12·8	14·4	14·3	14·1
Lamps	5·6	5·8	6·7	6·7	6·6
Valves, cathode tubes, semi-conductors including transistors	12·2	12·4	14·3	14·7	14·5
Electrical equipment for vehicles and I.C. engines	9·1	9·7	8·9	7·7	10·2
Electrical instruments and meters	20·2	21·2	22·8	23·2	24·1
Electrical hand tools	3·7	4·8	5·8	5·1	5·7
Miscellaneous electrical machinery	29·1	23·6	25·3	32·5	32·9
Total electrical machinery	318·1	314·6 (—1)	330·5 (+5)	345·5 (+ 4½)	344·9 (—)



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See us on STAND J 17

The Aberdare Group

BLACKWOOD, MONMOUTHSHIRE & ABERDARE, GLAMORGAN

AH12

Table 3. United Kingdom exports of electrical machinery, 1963-1967

(Division 72 of the Standard International Trade Classification analyzed by Areas)
£ million f.o.b.

	1963	1964	1965	1966	1967
NORTH AMERICA	31·0	26·7	26·3	35·7	39·4
United States and dependencies	15·1	15·2	12·5	21·2	23·3
Canada	15·9	11·5	13·8	14·5	16·1
WESTERN EUROPE	90·7	110·3	105·6	106·9	109·4
EEC	48·7	52·0	51·8	50·8	54·8
West Germany	11·9	12·5	14·1	14·2	18·7
Netherlands	12·5	13·5	15·3	15·2	13·2
France	11·1	11·8	10·9	10·3	10·6
Italy	8·2	8·4	6·4	6·2	6·7
Belgium/Luxembourg	5·0	5·5	5·1	4·9	5·6
EFTA	30·6	36·9	37·6	39·3	41·7
Sweden	10·9	11·8	11·8	11·7	11·9
Norway	4·6	5·6	5·4	6·5	7·7
Denmark	3·9	5·7	6·5	6·6	7·2
Finland	3·5	5·1	4·7	3·2	3·3
Other EFTA	7·7	8·7	9·2	11·3	11·6
REST OF WESTERN EUROPE	11·4	11·4	16·2	16·8	12·9
Spain	5·4	5·9	9·5	9·5	6·3
STERLING AREA	153·4	148·8	156·8	159·5	154·3
Australia	24·0	22·2	24·3	25·2	23·5
New Zealand	13·9	15·1	13·4	14·8	11·0
South Africa	22·9	21·2	26·2	26·6	34·5
Irish Republic	9·5	10·3	10·4	9·9	9·5
India	18·9	17·9	14·2	10·1	8·9
Malaysia*	6·0	10·6	11·3	6·6	4·8
Hong Kong	10·6	10·4	13·1	13·3	11·3
Nigeria	5·4	5·8	6·6	6·1	5·5
Other	42·2	35·3	37·3	46·9	45·3
LATIN AMERICA	13·3	9·2	9·1	8·3	8·5
SOVIET EASTERN EUROPE	6·1	5·8	6·2	7·0	7·3
REST OF WORLD	23·7	23·8	26·5	28·1	25·9
TOTAL ELECTRICAL MACHINERY	318·1	314·6	330·5	345·5	344·9

* Malaysia includes Singapore for years 1964 and 1965.

particularly affected by the dock strikes, were 3 per cent lower at £154 million than in 1966. This represents 45 per cent of total exports of electrical machinery compared with 11 per cent to North America (£39 million), 32 per cent (£109 million) to Western Europe, and 12 per cent (£42 million) to the remaining countries of the world. The proportion of exports of electrical machinery going to the sterling area is substantially greater than for exports in total.

Exports of electrical machinery to North America rose by nearly £4 million (10 per cent) to £39 million in 1967 despite the dock strikes and the general slackening in demand in the United States in the early part of 1967. This followed a substantial increase between 1965 and 1966. There was strong growth in exports to Western Germany between 1963 and 1967. Exports to the remaining countries of the Common Market showed little change in total; those to Netherlands and Belgium rose slightly, but exports to Italy and France declined. The increase in exports to the EFTA group of countries in the same period was fairly widespread, with particularly strong growth to Norway and Denmark. Deliveries to the Rest of Western Europe, of which Spain is the major individual market, fell in 1967 after two high years in 1965 and 1966.

Exports to the sterling area, which is still the United Kingdom's main market for electrical machinery, have shown little growth since 1963. The most marked change over the period was the decline of exports to India. Exports to South Africa increased strongly in 1967.

Exports to Latin America fell sharply between 1963 and 1964 and have since shown no recovery. Deliveries to the Soviet Union and Eastern Europe showed slight but steady growth between 1963 and 1967. Exports to the countries which make up the 'Rest of the World' group increased between 1963 and 1966.

One of the main components of the fifth AEI generating unit at the British Columbia Hydro and Power Authority's Burrard Thermal Plant – a 178-ton stator – arrived in Vancouver from Britain aboard the Blue Star Line ship 'Canadian Star' recently. The stator was built by Associated Electrical Industries Ltd. and shipped from Liverpool. This was the heaviest lift the National Harbours Board's huge 300-ton capacity crane at Centennial Pier in Vancouver harbour has made since it went into service about a year ago. The installation of the fifth AEI generating unit will increase the capacity of the plant from 600,000 to 750,000 kilowatts. This picture shows Mr. J. C. C. Sloman, Trade Commissioner, British Government Office, Vancouver BC, viewing the off-loading process.

Lasso

pressure sensitive tapes

INSULATING & PROTECTION TAPES

Lasso general purpose insulating tapes will be at this year's Electrical Engineers Exhibition (ASEE) on Stand MM1 and a comprehensive range will be shown.

These pressure sensitive tapes include Lasso Nos. 87, 91 and 92 P.V.C. tapes and Lasso Nos. 16, 18, 19 Polythene tapes. The range of tapes covers all needs for insulating coils, bus bars, leads, cable-ends, and cable harnesses.

They also provide a "stopping off" medium in electro-plating, separators for dissimilar metals, anti-corrosion raps for conduits and colour coding for circuit identification.

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- ☐ **Industrial Switchboards,** which may consist of a combination of Oil Circuit Breakers and Fuse Switches or a complete Oil Circuit Breaker Board.
- ☐ **Rising Main equipment,** together with its associated floor distribution equipment.
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- ☐ A complete range of **Industrial and Cubicle Fuse Switches,** from 60 to 800 amps.
- ☐ **Oil Circuit Breakers** from 100 to 1,200 amps.
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- ☐ **Off-Load Isolators,** from 800 to 3,000 amps.
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- ☐ **Busbar Chambers.**
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- ☐ **H.R.C. Fuse Links** from 20 to 800 amperes to BS: 88: Part 1: 1967.
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Features from exhibitors' stands

Below are details of a wide variety of electrical goods which will be displayed at the exhibition. Unfortunately pressure on space means that every manufacturer cannot be mentioned.

Lighting fittings

Victor Products (Wallsend) Ltd., will be showing examples of their versatile range of flameproof, flameproof-weatherproof, Division 2 and multi-purpose lighting fittings, on **Stand No. M7.**

Equipment housings

Imhofs, **Stand No. PP5,** will be showing typical examples from their extensive range of instrument and equipment housings and accessories. Imhofs claim to be the world's largest organization specializing in this field and their range now includes 238 standard models of the International Series Imrak (141 in radiused styling and 97 with 'square-form' styling); 15 standard matching International Series Consoles; over 150 standard instrument cases; over 100 standard handles and a whole host of accessories such as panels, chassis, cable trays, locks, catches, hinges, rubber feet, castors, etc.

Rotating electrical machines

Exhibits shown by Laurence, Scott & Electromotors Ltd., **Stand No. M11, are representative** of their range of rotating electrical machines and control gear. The largest item is a 2,250 hp 1500 rpm 3.3 kV horizontal shaft induction motor of the Trislot high starting torque/low starting current type. This machine has a closed-air-circuit with a heat exchanger and is one of a number supplied to drive primary air fans for two boilers at Rugeley B generating station.

Among the items being shown for the first time are three demonstrations of thyristor equipment for variable-speed drives. The first is a standard 100 hp dc machine with variable voltage thyristor supply utilizing a crane controller. This provides full motoring and regenerating control with over-riding current limit.

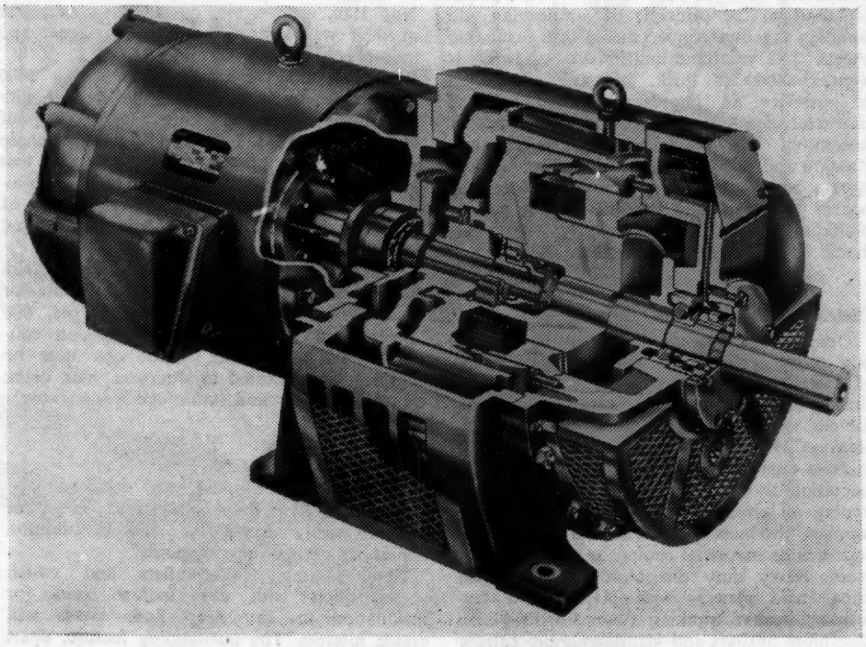
Cable trunking

The Davis Sheet Metal Engineering Co. Ltd., **Stand No. G4,** will be showing the Davis 'Galvatrunk' cable trunking in sizes from 2 in. x 2 in. to 12 in. x 6 in. made from galvanized sheet steel; busbar chamber, link boxes, rising mains, skirting and floor trunking and bench trunking for laboratories, Davis tap trunking for small power distribution and demonstrating the Davis Quick Punch, and new skirting trunking section to comply with the IEE 1967 recommendations.

Varied accessories

The Bowthorpe Holdings Limited group of companies have a very large stand **(F2 and F3),** at the exhibition and amongst the range of accessories and equipment that will be displayed by its subsidiary companies are:

Bowthorpe Line Equipment Limited whose equipment will include overhead transmission line and underground cable equipment; in-line tee and termination compression joints and terminals; line taps; mid-span tension joints; line spacers; earthing kits; linesmen's tools; pole preservation service and compression tools. EMP Electric Limited who include lightning arrestor (surge diverter) ranges comprising distribution class, intermediate class and station class arrestors for all system voltages up to 500 kV incorporating the latest designs of magnetic gap, fully complying with BS, ASA and IEC requirements. Hellerman Terminals Limited will include spring loaded and screw clamp terminal blocks, strip and rail mounted. Solder and printed circuit type terminal blocks. 'Griptite' snap connector terminal blocks and male blades. Hellerman Electric Limited will include high performance insulating and cable marking sleeves and sleeve fitting tools; unicut cable identification system; cable clips, bindings, strapping and studs, binding and wiring tools; 'Flexiform' grommets; transistor heat sinks, mounting pads and holders; 'Dymo' embossing tapewriters and the Insuloid Manufacturing Co. will show cable fixing devices, clips, spiders, anchors, saddles, ties, strapping, etc.



A cutaway of a typical Heenan Ajusto-Spede eddy-current drive from the very comprehensive range manufactured by Heenan & Froude Limited of Worcester (Stand L14).

Industrial laminates

Four new grades of Tufnol high-performance industrial laminates which meet the requirements of American NEMA specifications G10, FR4, G11 and FR5 are being exhibited by Tufnol Limited, Perry Barr, Birmingham 22b, **Stand No. B4.**

These materials will be of considerable interest to all purchasing officers, designers and engineers in the electronics, electrical engineering and associated industries. Not only do they possess superior property levels but they also significantly reduce the extent to which British industry is dependent on North American suppliers for these materials.

The new grades are all woven glass fabric-based epoxide laminates and are available in both plain and copper-clad versions, together with comprehensive data sheets and samples. They complement the existing range of Tufnol industrial laminates, a range which includes grades having true cold-punching characteristics, high tracking resistance and flame-retardant properties.

Motor control gear

An extensive range of medium voltage distribution equipment, motor control gear and a completely new, advanced range of busbar trunking will be featured on the George Ellison Limited **Stand No. B4.** Lambar trunking, a range of busbar trunking having a fault level withstand in excess of 31 MVA and

incorporating many advanced design features, will be of particular interest to electrical engineers, consultants and contractors concerned with modern industrial installations.

The Lambar trunking and associated rising main equipment gains significant electrical advantages over conventional methods through the use of the patented Lambar laminated conductor system. This unique development is based on the principle of interleaving and bonding together copper sheets with insulating sheets. The resultant multi-phase sandwich is approximately ¼" thick, and self supporting. It possesses an impressive combination of characteristics – high fault withstand, integral insulation, low reactance, high mechanical strength and many safety features. The Lambar system has been proved in service in switchboards and packaged substations and its exploitation in the busbar trunking and rising mains field is a logical development.

Distribution equipment

Ottermill Switchgear Ltd. will be exhibiting examples from their very extensive range of switchgear and distribution equipment including air circuit breaker cubicle switchboard; cubicle switchboard incorporating air circuit breakers, HRC fuse switches and group motor controls together with various forms of instrumentation and industrial switchboard with incoming oil circuit breaker and outgoing fuse switches. Products to be exhibited for the first time include industrial composite motor control panel; heavy duty distribution fuse boards; rising main systems with plated aluminium busbars; busbar trunking systems with plated aluminium busbars and instrumentation cubicle panel incorporating alarm annunciators and pneumatic and hydraulic control will be exhibited by their associate company, Panford Engineering Co. Ltd.

Switchgear products

Erskine, Heap & Co. Ltd., Lancashire Switchgear Works, Manchester 7, on **Stand No. H10,** will again be showing examples of their well known range of switchgear and motor control gear products.

Of particular interest will be a new 1600 ampere, low tension, air circuit breaker with a certified making and breaking capacity of 31 MVA at 415/440 volts. A number of these are already in service, but this is the first time that this has been shown at an exhibition. It has extended the existing range of air breakers which have been manufactured by this company for some time.

In addition in the motor control gear field, as well as examples of automatic contactor type starters of all the standard types, 600 ampere and 1,000 ampere low tension contactors will be shown. These can now be supplied incorporated in direct-on, star delta, auto-transformer and stator and rotor starters.

Wiring accessories

MK Electric Limited are exhibiting on **Stand No. E10** their established range of electric wiring accessories, and in addition a number of new developments.

New 13-amp socket-outlets and switch socket-outlets with ultra-shallow bases for installation in 1in. deep flush boxes will create interest. The outstanding feature, apart from the shallow depth and consequent increased wiring space, is the departure from traditional pillar and pinching screw terminals,

(*Continued on page xxiv*)

The KC electric kettle element is made to the new British Standard. Instead of the old ejector mechanism it incorporates a quick acting safety cut-out which operates if the kettle boils dry or is switched on without water and automatically resets itself on cooling. It is shown for the first time by Metway Electrical Industries Ltd. at the exhibition.

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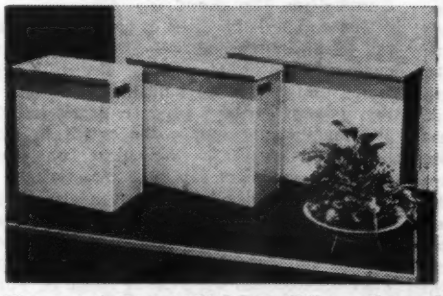

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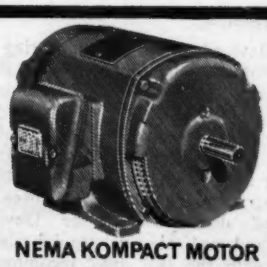

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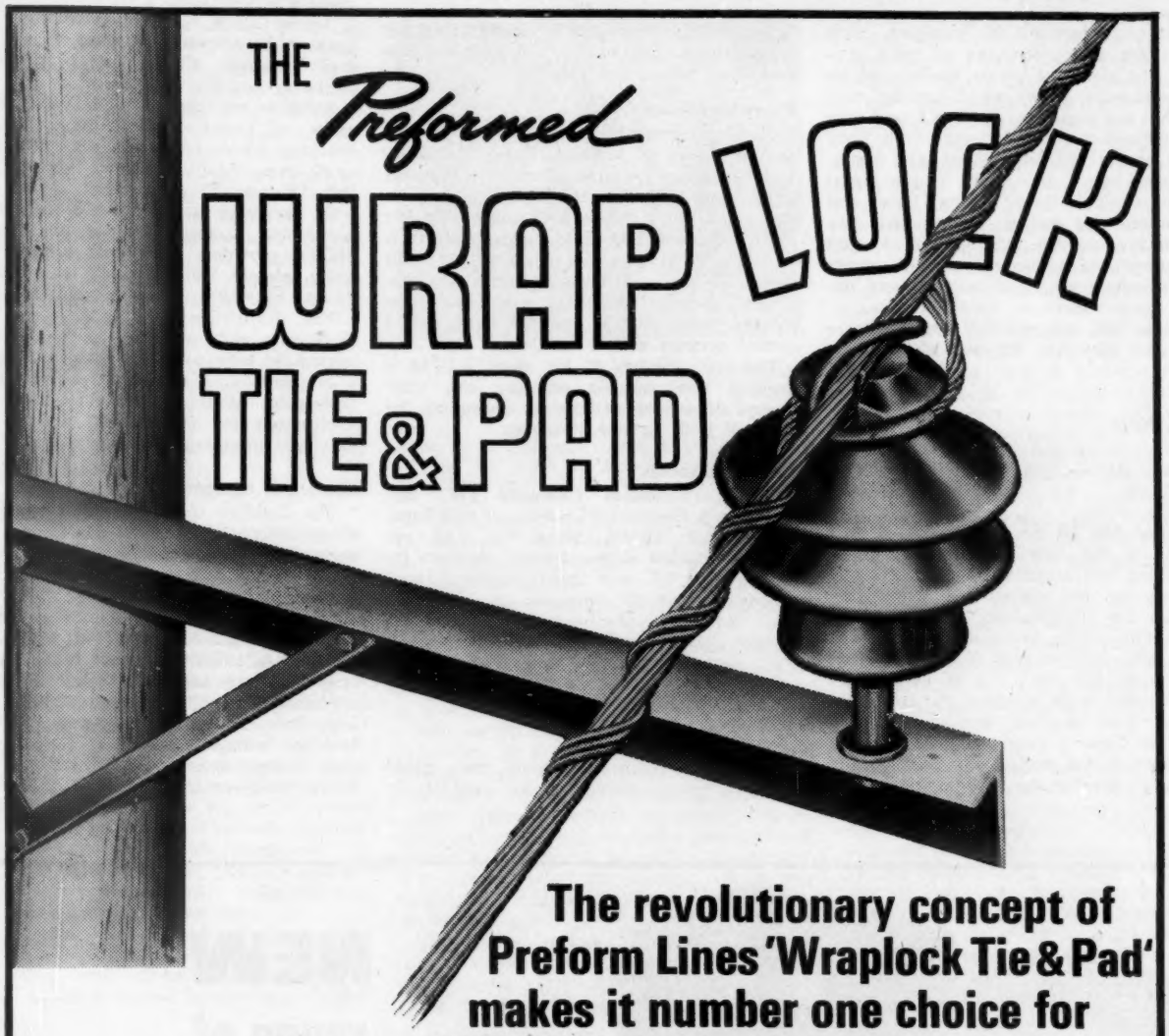

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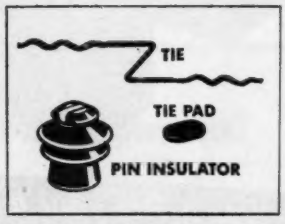

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with the introduction of clamping plate terminals for either stranded or solid conductors. The clamping plates are secured by large cheese-head screws which are not only captive but are positioned for quick and easy wiring. Offered in 1- and 2-gang with ivory moulded plates, with or without pilot lamps. Flush steel boxes 1in. deep in zinc-plated finish are available 1- or 2-gang. These new socket-outlets and switch socket-outlets are complementary to the existing MK 13-amp range, and will be supplemented in due course with a matching range of switched and unswitched spur boxes.

The new MK competitively priced shaver socket-outlet List No. 700 will also be exhibited.

Skirting ducts

Contrary to current maxi fashion trend, Greenwood Airvac back the mini concept at the exhibition – but in the practical world of skirting ducts.

On **Stand No. J2** the centre-piece of their exhibition is the new Permaduct, low-cost mini skirting and architrave system. Recently introduced, this has already won enthusiastic acceptance for its simplicity of design and the ease with which electrical wiring can be installed with the minimum of wastage. Made in white extruded PVC, one of Permaduct's unique features is the design of the cover and the duct, both identical sections made to snap on to form a complete closure. Single and double socket outlets for skirting and lighting switches for the architrave comprise its accessories. Permaduct is ideally suited for industrialized or system built housing and also traditional houses and flats.

Thyrister control

Thyristor control of power will be the general theme of Mullard, **Stand No. RR5,** at the exhibition. A range of modules, thyristor stacks and standard electronic components that enable users and manufacturers of power control equipment to build economically their own control systems will be displayed. Full circuit details and technical literature describing the use of these components for general power control and for motor speed control systems will be available.

The main feature of the stand will be a working demonstration showing the comparison of several methods of controlling the speed of both ac and dc motors.

Heating elements

The Carborundum Company Ltd., Refractories & Electronics Division, of Mill Lane, Rainford, St. Helens, **Stand No. L13,** are featuring Globar electric heating elements including type LL and Super Globar furnace heating elements for operation up to 1650°C. Also a range of electronic components alumina (electronic grade); NTC thermistors; PTC thermistors; high temperature thermistors; single crystal thermistors; with a selection of varistors and resistors.

Circuit breakers

The MCB Company (Lupus) Ltd., **Stand No. F13,** have a number of new products on show. These include the Lupus 'Midget' MCB range which has been extended to incorporate a 4-pole (TP & N) type. Distribution board interiors have been re-designed to permit the ready removal of complete circuit breaker banks to facilitate installation.

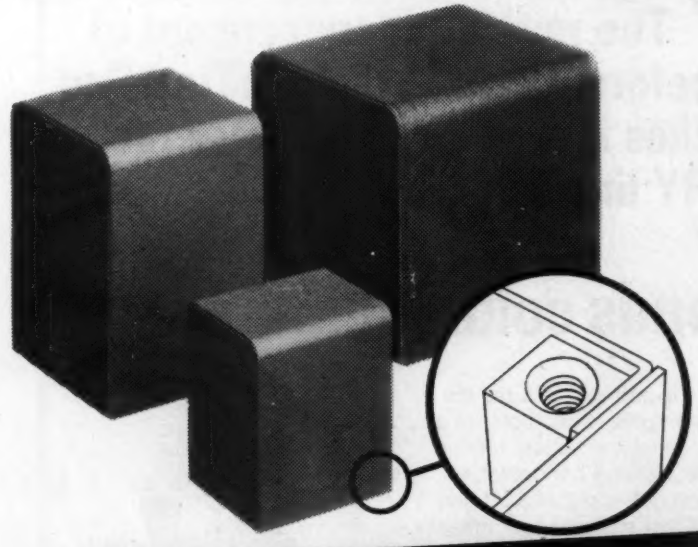
Exhibits will comprise the comprehensive range of Lupus 'Midget' miniature circuit breakers, which cover a range from ½ amp to 60 amp, and are available in SP, SP & N, DP, TP, and TP & N types.

Of particular interest are the very versatile connection arrangements of the 'Midget' MCB's providing for cable entry, busbar fixing, plug-in mounting and back-stud connection by making use of simple adaptors.

The distribution gear ranges from small single-pole units, used for individual circuit control, to large composite boards, comprising a combination of single-pole, double-pole and triple-pole MCB's. The enclosures cover applications for standard as well as heavy duty and weatherproof installations.

Condenser equipment

The Dubilier Condenser Co. (1925) Ltd., Ducon Works, Victoria Road, London, W.3, **Stand No. K21,** are showing the Dubilier power factor correction capacitors, including automatic control equipment; Dubilier 'Duconol' capacitors for fluorescent lighting, street lighting and other AC applications; Dubilier AC 'Drilitic' capacitors for AC capacitor start motors and other intermittent applications; Dubilier 'Duconol' water-cooled capacitors for high frequency furnaces; Dubilier voltage equalization capacitors for high voltage switchgear and Dubilier interference suppression capacitors.



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Rotary switches

Santon Ltd., **Stand No. G8,** will be showing their new 800 amp rotary switch – this is an extension to the standard 10-500 amp range of rotary switches and on-load isolators. Also, there will be remote controlled motorized rotary switches, designed for situations where space and hazardous conditions preclude the use of manually operated switches. In addition there will be a number of specialized switches which will include interlock mechanisms. Another application of the rotary switch will be seen in the new contactor control units, consisting of contactor and rotary switch isolator for the control of non-inductive heating loads up to and including 54 kW 3 phase 400/440v.

In the field of industrial fluid heating, the recently introduced ZL range of automatic oil line heaters will be represented. Designed for the heating of flowing oils, particularly, fuel oils for oil fired boiler installations, they are available from 3 kW (10,200 BTU/hr) to 54 kW (184,000 BTU/hr).

Switchgear units

The South Wales Switchgear exhibits on **Stand No. J17** include several new pieces of equipment which have not been publicly shown before. Among them is the EM 33 kV indoor metalclad switchgear unit, with ratings up to 1,500 MVA and 2,000 A, which is available in single-busbar and double-busbar designs.

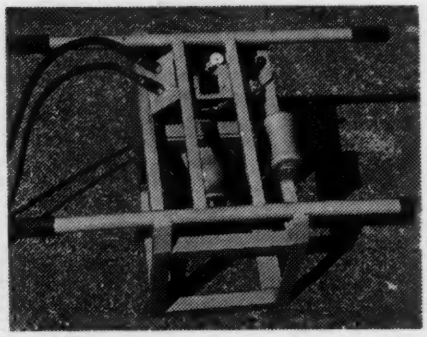
The EM equipment shown by S.W.S. is of single-busbar type and has the following features: integral earthing facilities; small floor dimensions; 42 inch unit centres for all current and short-circuit ratings, current transformers accommodated inside the circuit-breaker or on the feeder side of the unit; and condenser bushing type busbars. For ease of maintenance, the circuit breaker can be withdrawn from the unit housing together with its truck-mounted motor-operated raising and lowering mechanisms.

Many other arrangements of this switchgear are possible, either as ring-main units in conjunction with oil-switches or multiple boards including busbar section and coupler units.

Power equipment stand

The specialized range of Hirst Electric Industries Ltd. products will be displayed in three categories on **Stand No. A5.**

They will include controlled power equipment – typical examples of AC and DC stabilized power packs within the category 5 to 500 kVA/kW are represented by (i) 3,000 amp 30v DC power supply unit for electrochemical machining, with voltage output stabilized to ±0.2%; (ii) 1,000 amp 24v DC thyristor controlled power supply; and (iii) 80 kVA AC stabilized power supply for RF generator control.



The Portawinch, manufactured by Torkmaster Ltd., is a compact and powerful hydraulic winch which can be carried easily by two men and is particularly suitable for installing power cables in a slit trench. It will be shown for the first time by Bowden Bros. Ltd. at the exhibition.

The company are the largest producers in the United Kingdom of heavy current rectifiers for the electrochemical machining process (ECM), used extensively in aero-engine production. Current ratings up to 20,000 amps at 30v are being manufactured.

Also on show will be pulsed magnetizing units from 40 to 2,000 watt/secs. Bench and pedestal units are shown with special jigs and fixtures for the instrument industry.

Also resistance welding equipment (up to 100 kVA rating). The machines manufactured cover a wide range of ferrous and non-ferrous applications, from the welding of micro-miniature assemblies to large contacts for circuit breakers.

The display includes (i) fully automatic contact welder (type JV25); (ii) small component welder type BH; (iii) Hughes micro-circuit welding assembly.

Batteries

Alkaline Batteries Limited will be showing at the exhibition on **Stand G.5.** This is a major opportunity for the Company to introduce new Nife Alcad products in the emergency lighting field.

New Products from the Nife Alcad stable include the following: Nife Alcad Power Packs 1,000 and 2,000 series. This is an economical range of self-contained units designed to provide 12 or 24 volts DC instantaneous energy upon failure of the mains supply. The battery is of the Nife Alcad nickel cadmium type giving great reliability of operation. Nife Alcad 205 Emergency Light. A new and modern emergency light with completely automatic operation. The Nife Alcad 205 incorporates a high efficiency sealed nickel cadmium battery and its own charger. Upon mains failure the light automatically comes on to give 3 hours adequate illumination on danger spots such as stairs, exits and other points in public buildings or the home. This unit includes a bulb monitoring circuit to ensure bulb failure cannot take place without warning being given.

Nife Alcad 602 Personal Emergency Light. The Nife Alcad 602 is a strongly built personal emergency light with a sealed nickel cadmium battery. It is mounted, permanently ready for use, on a special wall mounting bracket. The bracket has a built-in charger to keep the battery fully charged. There is also a patented solenoid operated locking device to ensure the lamp cannot be removed while the mains supply is normal. Upon mains failure the unit is unlocked automatically lit and is available to provide emergency lighting wherever required.

In addition to these three new items Alkaline Batteries Limited will be exhibiting a full range of their Emergency Lighting and Power Systems, Switch Tripping and Closing systems, Nife Alcad nickelcadmium batteries of both the pocket-plate and sintered types.

Insulated cables

Pirelli General will display on **Stand J 12** a full range of its products which include rubber and thermoplastic insulated cables, mains cables, telecommunications cables, enameiled wires and strips and super-tension cables. D.C. oil-filled cables will be featured in conjunction with the 266kV d.c. Kingsnorth contract and 400kV a.c. oil-filled cable contracts already completed by the Company will be fully illustrated. In view of the interest in new elastomeric materials, Pirelli General will feature e.p.r. cables and will carry out jointing demonstrations of the termination of high voltage e.p.r. cables.

On show for the first time will be a new Distribution Pillar for P.M.E. (Protected Multiple Earthing) systems. The pillar provides an unfused distribution point, permitting the connection of up to three mains cables and up to fifteen service cables. The pillar may be used in the following ways: (a) Dead End joint—one main cable up to and including 3 x .50 sq. in. (b) Straight joint—two main cables in any combination up to a maximum

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of two 3 x .50 sq. in. (c) Mains Tee—any combination up to a maximum of two 3 x .50 sq. in. plus one 3 x .30 sq. in.

Rectifier equipment

The Rectifier Equipment Division of Westinghouse Brake and Signal Co. Ltd. will be exhibiting and demonstrating 'The Weever', a solid state traction motor controller using the constant pulse frequency system now in full production, on **Stand No. H.12.** 'The Weever' offers the advantages of smooth electronic control of industrial trucks and electric vehicles particularly where high lifting or traffic congestion is involved. A high percentage of battery economy is also achieved and the rapid response of electronic protection and the application of such features as automatic current limiting, reduces motor abuse considerably. Effective electrical braking is produced by a combination of plug braking and dynamic braking. 'The Weever' is constructed of easily replaceable plug-in electronic modules simplifying servicing if required.

Three case sizes of the well-established and comprehensive range of Automatic Silicon Taper Chargers will form part of the exhibit illustrating the service Westinghouse provides to the electric vehicle and industrial truck industries.

The Educational Aids Department are exhibiting a basic analogue computer PETA I and its counterpart PETA II. These are intended to make the patching of analogue computers easier to understand whilst not detracting from the PETA II being a full four-amplifier computer capable of working out complex problems.

Motor-starting devices

Many completely new developments are being shown on the Square D **Stand No. D3** at the exhibition. In addition to the comprehensive Square D range of motor starting and auxiliary devices, solid state systems, distribution equipment and heavy industry equipment, the following new devices will be featured:

Class 9007 type PS-1 proximity limit switch. This solid state proximity limit switch is the smallest self-contained unit of its type and is a rugged, well-designed device combining great temperature stability with two logic output to provide a unique 'fail safe' logic system. The device operates from a single AC voltage and the output can be used directly into Norpak or similar solid state systems. The switch can handle virtually any sensing, counting and positioning functions.

Class 8501 type TO-90 amplifier relay unit. This amplifier relay unit is complementary to to PS-1 Proximity Limit Switch. It incorporates the power supply to the external switching source such as a photo electric cell, switch contacts and NOR type logic elements. The input can also accept signals from external DC sources such as solid state systems, batteries etc. It is designed primarily to supplement the versatility of the PS-1 Proximity Switch. The two independently switched outputs retain the 'fail safe' feature of that device. The complete unit is encapsulated to provide a robust, trouble free unit unaffected by most adverse environments.

Class 8916 type KG general purpose DOL starter. This robust, generously rated 5.5 horse power direct-on-line general purpose motor starter is a new addition to the standard industrial control range. Designed for all standard on-off motor switching applications, the Class 8916 KG Motor Starter incorporates very substantial silver alloy contacts and rugged operating mechanism with a newly designed 3 phase adjustable thermal overload protective relay (which includes protection against single phase operation) and is also provided with overload signal contacts. The complete unit is housed in a well-styled dust and oil protecting enclosure provided with knockouts for conduit entries top and bottom.

Copper cables

Mineral Insulated Cable developments will be specially featured by Pyrotenax Limited on **Stand No. G9** at the exhibition.

New items in the range of standard M.I. copper cables include the stub cap seal recently launched by Pyrotenax Limited and shown here for the first time. A new range of shorter, lighter glands is also being shown. There is also a new type of straight-through joint employing epoxy resin.

A special feature is being made of wiring units including a new packaging system and a new factory-made moulded seal.

Heating Cables which are now based on metric designs are being shown both in cable form and as a range of industrial and floor-warming units. A new form of high density polyethylene serving is introduced which has many advantages over the conventional PVC servings. Other new items on the heating section of the stand include crimped terminations and a high temperature joint.

Superconducting cable link

The BICC 10 foot long laboratory model of a superconducting power cable will be on show on BICC's **Stand No. E8.**

The model, which consists of a coaxial pair of niobium foil superconductors connecting two superconducting transformers, has carried 2,080 A at 50 c/s at a temperature of 4.2° above absolute zero, the current density in the niobium foil being in excess of 100,000A/in^2.

Components stand

Lectropon Limited **Stand No. RR1** was formed in 1963 and is a member of the 'Souriau' group of companies. It offers a selected components and applications service to the electronics and aviation industries. For the first time they are exhibiting at the exhibition and many of the products shown are new additions to their range.

On display will be the following selection of their devices which are finding wide application in the industry.

Blowers (Globe Industries); Cables (Filotex) aircraft co-axial equipment, multi-core cables; Connectors (Souriau) aircraft, industrial, printed circuit and micro miniature; Motors (Globe Industries) miniature AC and DC motors and gearmotors; Relays (Allied Control, Teledyne) military and industrial miniature and transistor can types; Resistors (Sage) chassis heat sink power precision wire wound; Semiconductor (Amelco, Diodes, Industro, Transistron) linear and digital integrated circuits, bipolar, field effect and high voltage transistors, wide range of rectifying, reference and zener diodes; Semiconductor heat dissipators (IERC) simple clip on types to forced air cooling units.

Fuseboard system

New products at the ARTIC **Stand No. DD8** include a brand new fuseboard system called Plan-X. The special feature about this low cost board is that the feed-in blade on the fuse carrier plugs directly onto the busbar, the contact pressure being reinforced by means of a hardened steel spring. The busbar is run through the upper portion of the fuse base, and is integral with the fuse base. The whole fuseboard is completely shrouded and PVC mouldings are provided for the main cable terminations.

The new design of indoor case is such that the door is both removable and reversible when the two gland plates are removed. The door is provided with miniature nylon cam fasteners as standard, and it can open through 180°. The Plan-X range covers ratings of 15/20 amps, 30 amps and 60 amps, and has been designed for low cost production in order to make it the most competitive fuseboard on the market.

Integral brake motor

One of the highlights at English Electric's stand at the exhibition will be the introduction of a new integral brake motor – the first of its type to be designed and produced by a British manufacturer.

The motor, designed by the company's Small Machines Division, is being entered for one of the silver plaque awards to be presented at the exhibition for the most outstanding equipment in the industrial section.

A working model, demonstrating the motor's fast response and fail-safe design, will be shown on the company's **Stand No. L7.** Among its main features are easy maintenance; brake action integral with motor operation; no running adjustments for brake wear; no axial movement of motor shaft and resilient brake application. The motor is also fitted with a hand release mechanism and is interchangeable with standard foot-mounted motors to BSS 3979. It has been designed chiefly for the mechanical handling and machine tools industry.

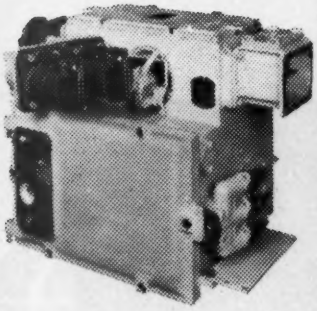
The brake motor will form part of a comprehensive range of industrial motors being exhibited by English Electric. These will include a torque motor illustrating a reeling application, a horizontal 'Optimac' squirrel cage induction motor and a working Thermistor demonstration unit. A new vertical squirrel cage motor is also being shown for the first time. The motors cover a wide range of industry including the textile industry, machine tools and mechanical handling, agriculture, heating and ventilating and petrochemical and printing.

Three-phase testing unit

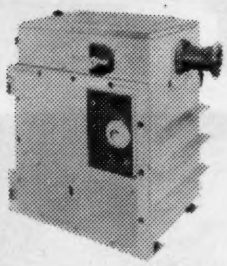
Smith Hobson Ltd. of Walton-on-Thames, Surrey, are showing a portable 3-phase testing unit for substation feeder checks. The unit consists of three resin encapsulated split core current transformers, connected to three maximum demand indicators, all fitted in a hardwood case.

The transformers are suitable for placing around any known low voltage fuse gear of British manufacture. Currents of up to 600 amps can be measured.

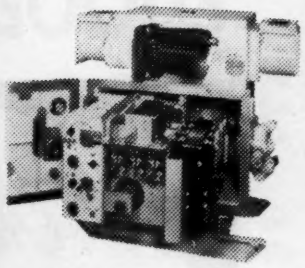
Also on show will be a Phantom load test set for checking kilowatt hour meters on site from a 3-phase 3 wire supply. The supply can be from a 110 volt voltage transformer secondary, earth fault indicator and current transformer for detecting insulation flash over pylons, a split core DC measuring transductor for currents of up to 10,000 amps and 'Transet' variable voltage transformers will also be exhibited for the first time.



150A multi purpose Buxton Certified Flameproof Motor Starters fitted with two contactors and suitable for 2 motor drives, reversing duties, etc.



Available Summer 1968. A new High Tension Starter. ASTA tested to withstand 150 MVA fault levels. The Contactor tested for duties up to 150A at 3.3KV. The Starter contains the most efficient Air Break Contactor Unit, of revolutionary design.



An 1100 volt, 150A Buxton Certified Flameproof Motor Starter fitted with current transformer driven overloads and multi point earth leakage protection.

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Flameproof & Industrial Motor Control Gear Manufacturers.
Specialists in Electric Motor, Dynamo & Transformer Repair.

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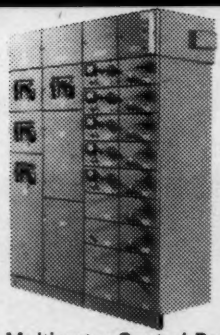
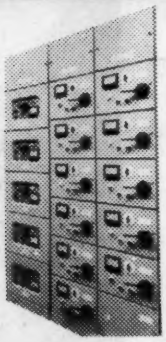
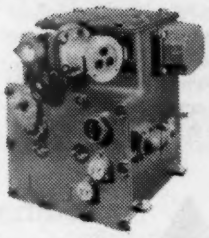
AT THE A.S.E.E. EXHIBITION



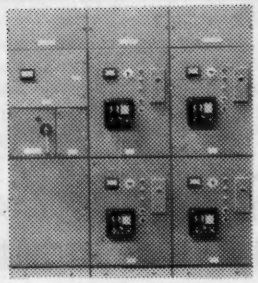


Multimotor Control Boards up to 660 volts.

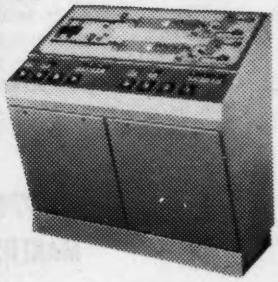
Standard 5, 6 and 9 tier Motor Control Boards accommodating contactor starters for motors up to 125, 40 and 20 H.P. respectively. Starters for motors up to 250 H.P. are accommodated in 4 tier construction cubicles. All contactor starters and isolators are accommodated on withdrawable chassis and Baldwin & Francis, block type, double break, vertical lift contactors tested to B.S.S. 775:1957 are used throughout the range. Standard gear complies with B.S.S. 587:1957 and is rated at 25 MVA. 3 seconds.



Buxton Certified Flameproof 300A Section Switches designed to operate on 400 to 660 volt systems. A range of detection devices can be fitted including instantaneous short circuit trips, current transformer driven overloads, shunt-trip or undervoltage relay and earth leakage protection circuits.

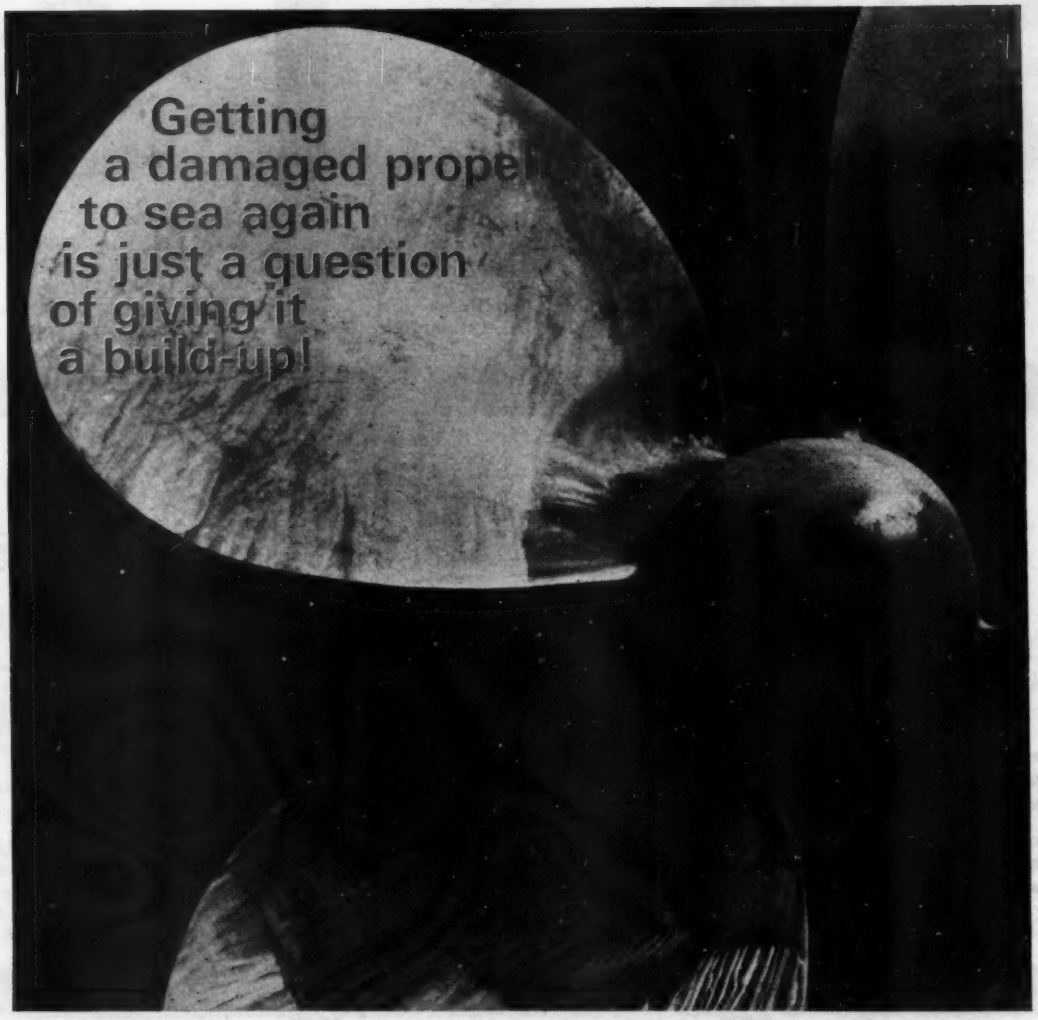


3.3KV Motor Control Board. This standard gear meets most Industrial requirements. Withdrawable type chassis accommodating all components, with STALLED CURRENT ISOLATOR.



Cement Grinding Mills Control Desk and Mimic Diagram.

This desk provides overall control and indication for the medium voltage Motor Control Boards associated with two Grinding Mills.



ALUMINIUM BRONZE Electrodes Tenal White, with their unique anti-corrosion properties, are ideal for welding non-ferrous metals which spend a lot of their time in sea water. For the repair of propeller blades, Tenal White makes re-casting unnecessary since the damaged portion can be simply cut away and rebuilt with Tenal White electrodes.

Industry finds Tenal White invaluable too—for joining castings too large to produce in one piece; the resultant cohesion is as one. Tenal White is remarkable for its resistance to cracking when welds are made in tension. And for the repair and reclamation of Aluminium Bronze and Manganese Bronze Castings or depositing on cast iron, there is nothing as effective as Tenal White.

Consult Fuller Electric

MAKERS OF ALUMINIUM BRONZE ELECTRODES

A HAWKER SIDDELEY COMPANY

Hawker Siddeley Group supplies mechanical, electrical and aerospace capital equipment with world-wide sales and service.

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Hire purchase and other instalment credit business in January

INSTALMENT CREDIT sales of durable goods shops continued to rise in January and, on a seasonally adjusted basis, were about 9 per cent higher than their average level in the fourth quarter of last year. Instalment credit extended by finance houses, which was at a record level in the fourth quarter of 1967, was maintained at about this level in January.

Instalment credit debt outstanding to finance houses, durable goods shops and department stores, after allowance for normal seasonal movements, continued to rise during January as in the third and fourth quarters of 1967.

Finance houses

New credit extended by finance houses in January was 43 per cent higher than in January last year. While this increase on a year earlier was somewhat higher than that experienced in December, it was still much lower than the very large increases recorded in the autumn of 1967, which partly reflected the very low level of finance house business a year earlier. The smaller rate of increase in January also reflected the improvement in finance house business in January last year, particularly for motor vehicles. New credit advanced for purchases of new and used cars in January fell back from the record levels of the months towards the end of last year but was higher than in December. Of the other categories of goods shown separately in Table 4, credit advanced for commercial motor vehicles and motor cycles showed in January an increase on a year earlier similar to those experienced on average in the last five months of 1967.

The debt owed to finance houses at the end of January stood at £744 million, just above the level recorded at end January 1967. This was the first month in which debt has been above the level of a year earlier since July 1966.

Durable goods shops

Instalment credit sales by durable goods shops in January were 27 per cent higher than in January 1967, an increase on a year earlier similar to that recorded for the last quarter of 1967. Both furniture shops and other durable goods shops (shown separately in Table 3) shared in this increase in much the same way as in the fourth quarter of 1967 with the other durable goods shops showing

(*Text continued on page 772*)

Table 2. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	By Finance Houses	Total	Repayments	Change in Debt: Unadjusted	Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1966	235	621	856	989	—133	
1967	235	689	924	969	— 45	
1964 1st Qtr..	*74	166	240	212	+28	+41
2nd Qtr.	69	204	273	218	+55	+35
3rd Qtr.	75	181	256	214	+42	+39
4th Qtr.	96	160	256	225	+31	+41
1965 1st Qtr..	71	185	256	232	+24	+36
2nd Qtr.	71	220	291	237	+54	+31
3rd Qtr.	73	176	249	239	+10	+10
4th Qtr.	91	146	237	244	— 7	+ 4
1966 1st Qtr..	63	182	245	256	—11	+ 1
2nd Qtr.	58	200	258	251	+ 7	—17
3rd Qtr.	53	139	192	242	—50	—50
4th Qtr.	61	100	161	240	—79	—67
1967 1st Qtr..	47	135	182	240	—58	—48
2nd Qtr.	50	174	224	241	—17	—38
3rd Qtr.	57	199	256	246	+10	+ 9
4th Qtr.	81	181	262	242	+20	+32

(a) Durable goods shops and department stores; not including other instalment credit retailers.
*Fourteen weeks.

Table 1. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246											
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29											
Finance houses	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744											
Total of above	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019											

Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019											
Other instalment credit retailers*	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196											
Grand Total	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215											

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Table 3. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops Total (b) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (c) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (d) (£673)	
1965 Year	112	— 5	104	..	133	..	165	..	95	..	128	..
1966 Year	93	—17	103	— 1	125	— 6	184	+11	93	— 2	124	— 3
1967 Year	94	+ 2	108	+ 5	119	— 4	195	+ 6	92	— 2	128	+ 3
1967 1st quarter	81	—17	89	— 6	90	— 6	170	+ 5	69	— 2	108	— 6
2nd quarter	83	— 8	96	— 1	110	— 8	186	+ 6	84	— 3	118	— 1
3rd quarter	93	+ 7	100	+ 8	103	— 4	167	+ 4	82	— 1	116	+ 5
4th quarter	122	+25	148	+15	175	— 1	256	+ 8	131	— 2	170	+12
1967 January	82	—23	101	—16	82	—11	134	+17	60	— 4	98	— 8
February	82	—16	81	— 1	88	— 4	180	+12	61	— 2	110	— 2
March (a)	78	—12	85	+ 1	97	— 4	191	— 5	84	— 1	115	— 7
April	83	— 8	96	— 2	105	—10	185	+14	80	— 5	116	+ 1
May	86	— 9	104	— 3	118	— 9	194	— 1	93	— 2	123	— 5
June (a)	80	— 8	90	+ 1	108	— 5	180	+ 5	80	— 1	114	— 1
July	89	— 8	110	Nil	103	— 7	154	+ 4	85	— 2	111	— 2
August	88	+11	86	+11	92	— 5	156	+ 6	75	— 3	108	+ 6
September (a)	100	+18	102	+15	111	— 2	186	+ 4	85	+ 3	126	+ 8
October	116	+22	125	+15	130	— 4	247	+11	86	— 4	155	+13
November	124	+27	136	+16	172	— 1	269	+ 5	112	— 5	172	+10
December (a)	125	+26	175	+15	213	+ 1	254	+ 9	183	+ 1	181	+12
1968 January	104	+27	121	+20	86	+ 4	141	+ 6	60	+ 1	112	+15

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total): Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Furniture Shops: Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Other Durable Goods Shops: Total (excluding Co-operative Societies) (£143) (e)		Radio and electrical, etc., goods shops (f) (£82)	
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21
1967 Year	94	+ 2	81	— 1	104	+ 4	91	— 4	88	— 5	86	— 8	90	— 2	101	+ 9	82	+ 7
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18
2nd quarter	83	— 8	69	—12	93	— 5	80	—16	76	—16	74	—20	79	—11	89	+ 1	68	— 6
3rd quarter	93	+ 7	78	+ 8	103	+ 7	89	+ 5	84	— 5	79	—12	88	+ 2	101	+19	81	+24
4th quarter	122	+25	105	+23	134	+26	116	+26	117	+20	118	+20	117	+19	127	+30	107	+33
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11
April	83	— 8	70	—13	93	— 3	75	—18	78	—13	76	—16	79	—10	89	— 2	68	—11
May	86	— 9	71	—13	96	— 5	84	—20	76	—19	73	—25	79	—14	94	+ 3	72	— 5
June (a)	80	— 8	67	—11	89	— 5	81	—11	76	—15	74	—20	78	—10	84	+ 1	66	— 2
July	89	— 8	77	—11	97	— 6	90	—12	81	—18	75	—23	87	—14	96	+ 2	77	+ 4
August	88	+11	72	+14	99	+11	81	+ 8	78	— 3	73	—13	83	+ 8	98	+25	76	+32
September (a)	100	+18	84	+21	111	+17	94	+21	90	+ 7	88	— 1	93	+14	109	+28	88	+36
October	116	+22	97	+21	129	+22	117	+29	107	+16	107	+15	107	+18	124	+26	101	+34
November	124	+27	106	+29	136	+27	122	+26	116	+24	110	+20	122	+26	130	+31	106	+33
December (a)	125	+26	111	+20	137	+30	111	+22	126	+20	133	+24	120	+15	127	+32	114	+31
1968 January	104	+27	99	+30	105	+23	111	+34	94	+20	83	+15	104	+24	111	+31	97	+36

(a) Average of five weeks. (b) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (c) Includes credit traders calling on customers. (d) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (e) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (f) Comprises radio and electrical goods shops, cycle and perambulator shops.

(Continued on next page)

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance

Price 8s. 6d. (*by post* 9s. 4d.). Annual Subscription £5 12s. including postage and a copy of the Definitions of items and units employed in the Digest.

Government publications can be purchased from the Government Book shops in London (post orders to P.O Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

the larger increase on a year earlier. Of the latter group of shops, which comprises radio and electrical goods shops, together with gas and electricity showroms, radio and electrical goods shops experienced in January a slightly higher increase on a year earlier than in the fourth quarter of 1967.

Instalment credit sales by department stores in January were 20 per cent higher than in January 1967 compared with an average increase on a year earlier of 15 per cent in the last quarter of 1967.

When account is taken of normal seasonal factors, there was little change during January in the debt outstanding to durable goods shops and department stores.

Other instalment credit retailers

The credit sales of general mail-order houses, which predominate in this group of traders, were 6 per cent higher in January than in the corresponding month of last year. While this increase was slightly lower than that experienced in the last quarter of 1967, it continued the average rate of growth recorded in 1967 as a whole. Largely under normal seasonal influences the debt outstanding to this group of shops fell during January by £12 million.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.*2.

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

Finance houses: new instalment credit extended

Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	—23	117	—14	87	— 4	42	—29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	—15
1967 Year	152	+16	138	+17	90	+ 3	44	+ 5	115	— 5	110	Nil	180	+14	59	+ 4	131	— 6	120	+11
1967 1st quarter	110	—36	95	—30	80	—23	22	—53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	—26
2nd quarter	140	—25	135	—17	100	— 9	59	—10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	—13
3rd quarter	183	+67	177	+70	88	+13	57	+47	138	Nil	133	Nil	177	+25	56	+11	124	— 2	139	+44
4th quarter	177	+202	144	+111	91	+52	39	+126	89	+16	114	+17	169	+28	72	+34	135	+ 6	126	+81
1967 January	107	—37	78	—31	73	—24	16	—55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	—26
February	106	—35	95	—29	75	—21	22	—54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	—26
March	117	—37	112	—30	92	—22	29	—51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	—24
April	118	—36	111	—26	93	—16	44	—26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	—19
May	134	—35	126	—25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	—19
June	167	— 2	167	— 1	99	— 2	62	—11	150	—12	103	—12	193	+13	55	— 5	144	— 3	137	— 1
July	194	+ 1	181	+14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2
August	175	+135	168	+114	88	+35	57	+104	138	+20	136	— 5	175	+34	55	+17	121	Nil	134	+72
September	181	+189	182	+141	86	+36	54	+108	132	+11	129	+17	186	+33	60	+29	126	+13	141	+93
October	208	+229	182	+155	105	+65	52	+144	113	+19	121	+ 5	189	+42	71	+47	133	+ 9	149	+106
November	228	+226	172	+135	96	+45	40	+138	87	+12	132	+28	183	+34	75	+36	142	+ 9	147	+96
December	94	+123	78	+29	72	+43	26	+85	66	+17	88	+19	134	+ 6	69	+22	131	+ 1	83	+34
1968 January	163	+53	123	+58	106	+45	32	+102	94	+54	78	— 4	193	+21	84	+37	174	+21	124	+43

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Production of man-made fibres in January

TOTAL PRODUCTION by weight of man-made fibres in January, at 96.3 million lbs., was again at a record level and 21 per cent more than in January 1967. Within the total, output of continuous filament was 23 per cent more and staple fibre 20 per cent more.

The above comparisons take into account the change in basis from 'delivered weight' to 'actual weight' for continuous filament yarn.

million lb. (a)

	Continuous filament (singles)	Staple fibre	Total
1963 (Quarterly average)	82·6	97·2	179·8
1964 (Quarterly average)	94·5	111·8	206·3
1965 (Quarterly average)	99·1	116·4	215·5
1966 (Quarterly average)	102·8	117·6	220·4
1967 (Quarterly average)	109·6	129·2	238·8
1966 3rd quarter	97·2	108·2	205·4
4th quarter	94·6	120·7	215·2
1967 3rd quarter	101·8	113·3	215·2
4th quarter	120·0	142·0	262·0
1966 November	31·6	39·9	71·5
December	29·4	40·7	70·1
1967 January	34·8	43·6	78·4
1967 November	40·7	47·3	88·0
December	39·9	48·2	88·1
1968 January	44·0	52·3	96·3

(a) As from July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight.'

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2479/2480).

Exhibitions and Fairs

British Week in Stockholm—great opportunities in the Swedish market

MORE THAN five hundred exporters drawn from all over Britain who attended a conference organized by the British National Export Council in London on February 29 were presented with facts concerning the Swedish consumer market and the forthcoming British Week in Stockholm to be held from September 27 to October 5.

The Stockholm British Week is the seventh to be organized in Europe, and the ninth to have been organized by the Board of Trade and the area committees of the British National Export Council. The two British Weeks outside Europe were held in Hong Kong in 1966, and in Toronto, Canada, in October 1967.

Some 1,800 British manufacturers of consumer and consumer durable products are taking part, and in Stockholm, 753 firms controlling 1,118 retail outlets in the city's centre have pledged their support for this British promotion. In addition, some seven Swedish firms controlling 166 shops and department stores in the thickly populated lowland area of central Sweden, around Stockholm, known as the Orebro arc are also participating.

Each successive British Week beginning with Dusseldorf in May 1964, to Toronto in the autumn of last year has been reported as being bigger and better than the last. Now, the Stockholm Week promises to surpass the other eight. If the enthusiasm shown by the representatives who attended last week's conference is any indication, then the cliche 'the biggest ever' will not be any exaggeration as far as this forthcoming Week is concerned.

As Sir Alexander Abel Smith, deputy chairman of BNEC's Export Council for Europe, who chaired the conference remarked at the opening stages, 'The object of staging a British Week is to establish an atmosphere in which British manufacturers can sell anything from power stations to pea-nuts. I mean that. Although capital goods are not featured during a British Week, if the right British atmosphere has been created, then our capital goods manufacturers following up the efforts of the consumer people should find a somewhat favourable market, providing, of course, their equipment, prices, delivery and after sales service meets the potential buyer's requirements.'

Exporters and potential exporters were reminded that the Board of Trade and the BNEC were able to advise them on how to sell their products and also how best to display them in a special exhibition hall to be used during the Week.

In addition to the exhibition of British consumer durables, and the best in design to be presented by the Council of Industrial Design, there will be room settings by Ideal Home Magazine, a carpet display, a display by the National Wool Textile Export Corporation and also a show of British cars. Every effort is being made to ensure that items on show at these exhibitions to be staged at Stockholm's exhibition hall called the Marmorhallar are also being stocked in Swedish shops.

Supporting events will add colour to the Week. It is hoped that the City of London Pavilion will be erected in Stockholm, there will be a fashion show organized by the Clothing Export Council, and on the technology side, it is anticipated that a display entitled 'Inventive Britain' will also be mounted. This display will replace the Pavilion of Technology seen at Brussels and Lyon.

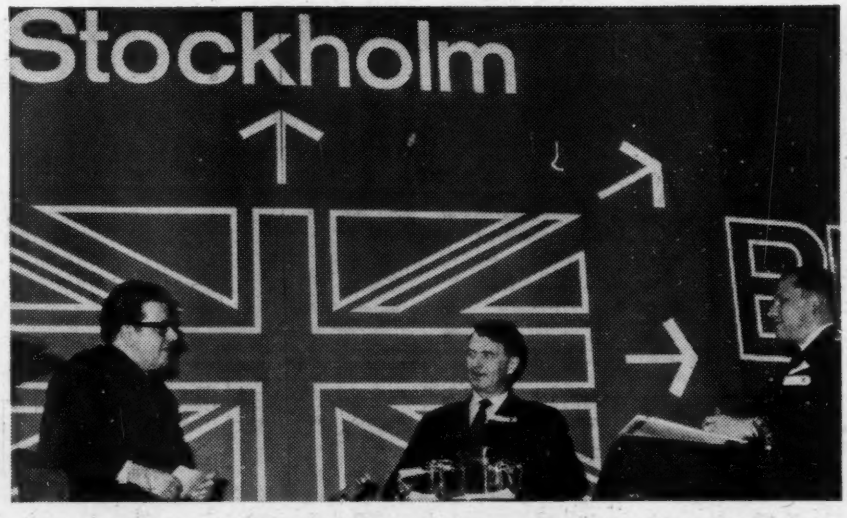
During the conference there were 'live' interviews with Mr. Erik Soderberg, President of the British-Swedish Chamber of Commerce, and Mr. Erik Elinder, chairman of the Swedish Sales Institute, both of who came from Stockholm for the occasion, conducted by Mr. Alan Watson, a familiar commentator from the BBC television show 'Money Programme'. Mr. Watson also commented on various facets of Swedish life shown on film during the conference. Also on film were interviews with Mr. Kenneth McKenzie, Counsellor (Commercial) at the British Embassy in Stockholm, and Mr. Anthony Vine, Director of the British Week in Stockholm. They too, were also present at the conference.

In his interview, on film, Mr. McKenzie pointed out the advantages that British exporters enjoyed in the Swedish market under the European Free Trade Association, and also since devaluation. New transport facilities between Britain and Sweden, he said, made it almost as easy to get our products to Stockholm as to send them to any other part of the British Isles.

During questions to a panel consisting of Sir Alexander Abel Smith, Mr. Soderberg, Mr. Elinder, Mr. Jack Lister, of the Board of Trade's British Week and Store Promotions Directorate, Mr. W. Pritchard Gordon, leader of the BNEC's Stockholm team, and Mr. Joe Parr, Chief Executive, BNEC Council for Europe, the advantages of the assistance given through the Board of Trade's Co-operative Advertising Scheme to British companies advertising in some approved Swedish media in connection with the British Week were explained by Mr. Lister.

Sweden with a population of eight million, bought during 1967 £236 million worth of British products as against £134 million in 1960. Of the major items bought by Sweden were £46 million in machinery, £15 million in non-electrical goods, £16 million in textiles, £5 million in clothes, and £3 million in beverages.

Because Sweden is a member of EFTA there are, therefore, no duties on British products.



The full range of techniques utilized by television current affairs programmes are being exploited by the British National Export Council to present British exporters with the facts about the Swedish market and the forthcoming Stockholm British Week (September 27-October 5). Nearly 500 exporters attended the Royal Lancaster Hotel in London on February 29, coming from all over Britain to learn about selling techniques, the special importance of Swedish chain-store buying, and what the Swedish housewife is buying today, etc. The picture shows Alan Watson of BBC TV's 'Money Programme' interviewing (left to right) Mr. Erik Soderberg, president of the British-Swedish Chamber of Commerce and director of Nordiska Kompaniet, Stockholm, and Mr. Erik Elinder, chairman of the Swedish Sales Institute.

Princess Alexandra to visit British Week in Stockholm

AS ANNOUNCED by the British Embassy in Stockholm, HRH Princess Alexandra will open the British Week in Stockholm on September 27 at the request of the British Government. Her Royal Highness, who will be accompanied by her husband, the Hon. Angus Ogilvy, will be staying as guest of the King of Sweden.

The British Week, of which HM Queen Elizabeth II and HM King Gustav VI Adolf are joint patrons, is organized by the Board of Trade in co-operation with the BNEC – Export Council for Europe.

The British Week Office, set up in Stockholm by the Board of Trade seven months ago, report that almost 1,000 of Stockholm's shops and department stores are already planning their special promotions of British consumer goods. There has also been exceptional response by British industry and some 1,600 firms have already shown active interest.

A series of trade missions in both directions, covering a wide range of products, will take place during the Spring.

Notes

1. The British Week in Stockholm will be the first promotion of this kind to be staged in Sweden, which is our largest market within the European Free Trade Association. It is our second best in Europe (after West Germany), and fifth best in the world. Anglo-Swedish trade is at present fairly balanced at over £200 million each way annually.
2. Previous British Weeks in Europe have been held at Dusseldorf and Denmark, 1964; Amsterdam and Milan, 1965; Lyons, 1966; and Brussels, 1967.

Burberrys' 'curtain raiser' to Stockholm Week

AS A 'CURTAIN RAISER' to the British Week in Stockholm, Burberrys are to stage a fashion show with English models of their International Collection 1968, on March 8 in the Operakalleran, opposite the Royal Palace in Stockholm, before an invited audience of leading citizens and the British Ambassador, Sir Archibald Ross, and Lady Ross.

The Show will be preceded by a reception when the guests will be greeted by Burberry's chairman, Mr. William S. Peacock, who will be accompanied by a team of sales and design executives from London. Among those who will be attending are buyers from leading stores in Stockholm, Malmo and Gothenburg, and from Finland.

The purpose of this promotion is to stock the Stockholm shops with Burberry merchandise in time for the British Week and, at the same time, to stimulate sales generally in this steadily expanding market.

£1 million worth of British scientific instruments for Moscow

EQUIPMENT worth over £1 million will be shown in an exhibition of British scientific instruments in Moscow from March 18-27.

Commenting on the enthusiastic efforts made by industry to support this event Mr. Anthony Crosland, President of the Board of Trade, said, 'It is to the credit of Britain's scientific instrument manufacturers that they are effectively demonstrating their response to the export drive and devaluation, by taking part in the largest British instrumentation promotion ever held overseas. I have every confidence that they can meet the demands of this growing market and make a valuable contribution to the industrial development of the USSR. I am very pleased to be able to give full Board of Trade support to this comprehensive and imaginative display.'

The exhibition has been organized by the Scientific Instrument Manufacturers' Association of Great Britain in collaboration with the Board of Trade at the invitation of the USSR Chamber of Commerce. It will be staged in the largest exhibition hall at Sokolniki Park in Moscow and over 80 British firms will occupy some 40,000 sq. ft. of space. Visitors will be able to see many of the most advanced techniques and examine a wide selection of highly specialized industrial, scientific and medical equipment, including a surgical instrument section specially arranged in co-operation with the Ministry of Health.

This will be the fifth time a British instrumentation display has been held in Moscow at the request of the Russian authorities.

Motocyclorama '68 goes North

FOR THE FIRST TIME the International Cycle and Motor Cycle Show is to be held in Manchester. This 'shop window' for one of Britain's big exporting industries will be open to the public at Belle Vue, Manchester, from April 3 to 7, and the British Cycle and Motor Cycle Industries Association, who are organizing this show in association with the *Manchester Evening News*, are hoping to beat all records for a Manchester exhibiton.

The organizers report that world interest is high and that parties of buyers are planning to fly to Manchester from the United States, Italy, Germany, Spain and Sweden.

Sponsored by the British National Export Council, a mission made up of 37 members of the British Food Export Council visited Stockholm from February 26 to March 1 to promote sales of a wide range of food products in preparation for the British Week to be held in the city later this year. The mission's highly practical programme consisted of a one-day collective samples show, held at the Anglais Hotel on February 26, followed by ample time for individual members to follow up contacts during the remainder of their week in Sweden. The samples show itself was colourful and well attended, over 100 buyers, including representatives from almost all the major stores and food chains, finding time to call. Picture shows: (left to right) HE Sir Archibald Ross, British Ambassador to Sweden, who attended the samples show, with Mr. Tore Wretman, leading restaurateur and well-known Swedish television personality, and mission member Mrs. P. E. Goldsbury, of the Goldsborough Quail Farm, Salisbury.

Five North-country clothing manufacturers recently and on their own initiative joined together in an informal mission to make a highly successful raid on the Stockholm market with an eye to boosting their sales in preparation for British Week. Arriving over the week-end, on Monday, February 12, they split the British Week 'target area' between them and made no fewer than 80 calls on buyers, inviting them to come to the Strand Hotel to see the group's products. With support from the British Week market officers, the presentation of samples the following day was lively and productive of inquiries and orders, the remainder of the group's stay being spent following up contacts and inquiries. The five companies making this spontaneous and effective sales drive were: Wm. Sugden & Sons (International) Ltd. (Mr. W. H. Sugden acted as leader), Elite Ltd., D. Gurteen & Sons Ltd., H. M. Hudson & Co. Ltd., Preston Brooke & Co. Ltd. Picture shows: Mr. Geoffrey Cockerham, Elite Ltd., one of the members of the mission, modelling one of his own products. This picture, arranged by British Week Office, was published in the leading Swedish daily, Svenska Dagbladet.

David Jones to sell $2,500,000 worth of British goods

BRITISH MERCHANDISE with a selling value exceeding $A2,500,000 has been purchased specially for 'Britain 68 at David Jones' in Australia, according to a recent article in *Commerce*, the journal of the London Chamber of Commerce, which turns the spotlight on this pan-Australian retail promotion, the biggest ever staged in the Southern Hemisphere.

David Jones, the oldest and largest department store in New South Wales and one of the five largest in the British Commonwealth, is now in its 130th year of trading, with 22 stores spread across the vast Australian continent. The major part of the British promotion will be organized in the company's main stores in Sydney where Welshman David Jones opened the parent shop in 1838. His great-grandson Mr. Charles Lloyd Jones, who is now chairman of the David Jones Ltd. 'empire', finalized details of the promotion with Board of Trade, British National Export Council, and trade representatives in May last year. Since then a director of the company, 12 buyers and the display studio manager have been to Britain on missions planned to ensure the success of the undertaking and all have worked closely with the staff of the David Jones' London office and with the Board of Trade.

New buying covers a very wide range of British products, some of which have not been marketed previously in Australia. They include men's, women's and children's clothing (shirts, knitwear, underwear, hosiery, footwear, neckwear, gloves, hats, high fashion garments, etc); woollen dress fabrics; Irish table linen; leather goods (belts, handbags, travel goods, writing cases, etc.); sports equipment; perfumery; pharmaceutical preparations; jewellery; watches and clocks; books, pictures and novelties; toys; kitchenware (china, glass, cutlery, silverwear, table and ovenware); hardware and brushes; floor coverings and furnishing fabrics; foodstuffs, wine and spirits.

'Sensational' decorations

Store decorations during 'Britain 68 at David Jones' – which must still be a closely guarded secret – will be sensational and will include considerable quantities of display material provided by the Board of Trade. Lift attendants, commissionaires and information desk attendants will wear distinctive uniforms, all British in character. All wrapping paper and bags will be printed in a design of red, white and blue instead of the usual black and white.

Newspapers and magazines are already showing great interest in the supporting attractions that are being sent from Britain, many of which the Board of Trade has helped to arrange. These will be placed in conspicuous positions in the stores and will include a 60 ft. high photographic reproduction of Big Ben, with sound-tape chimes; models of the Houses of Parliament and the Concorde, and working models of an international airport and a hovercraft by BP; a copy of the statue of Eros; a figure of Sir Winston Churchill, from Madame Tussauds, replicas of the Crown Jewels and the Honours of Scotland; a London taxi, an English pub, serving English ales and English-type meals; an atomic energy feature; an aero space exhibit; a Livery Company exhibit; an MCC exhibit, and a travel bureau. There will also be a space exhibit from Woomera Rocket Range.

Publicity campaign

Feature articles for newspapers and magazines are being supplied by the Central Office of Information and other sources. These will be published in a concerted campaign to open about three weeks before the Britain 68 promotions begin. An intensive programme will also be carried out through the press, television, radio and direct mail. A staff education programme has been planned to ensure that employees know all about the goods being sold, in what departments they are obtainable and where they were made; in fact, they will be able to answer any question put by customers. The incentive? A valuable prize-for-two for the employee who gets the largest number of correct answers in a quiz competition concerning Britain, her merchandise and the promotion at David Jones.

'Britain 68 at David Jones' will be staged in the various stores on different dates. The company has six large, modern department stores in the Sydney metropolitan area and three in the suburbs, but as it has no store in Melbourne the promotion there will be by Ball & Welch Ltd., which will also feature sections in its suburban branches.

Because Australia is a land of vast distances this large-scale British promotion cannot be held in all of David Jones' 22 stores stretching from Cairns, in the far north of Queensland, to Perth and the country centres of Western Australia. Nevertheless, British merchandise will be specially featured in all of them.

British manufacturers' advertising in Australia for the promotion is being co-ordinated in this country by David Jones' London office and the Australian British Trade Association under the Board of Trade's co-operative advertising scheme.

'Britain 68 at David Jones' will provide British producers of all kinds of consumer goods with an unrivalled opportunity to strengthen their sales to Australia.

'Don't forget British Week' – this reminder will appear on all EMI's single and extended play records on sale in Sweden from now until the week begins in September this year. This co-operation by EMI will act as a constant pointer, to all who buy their records, to the British Week during the massive build-up over the next seven months. The 'Glöm inte Brittiska Veckan' sticker also gives some indication of the value that the British manufacturers are placing on this kind of overseas promotion.

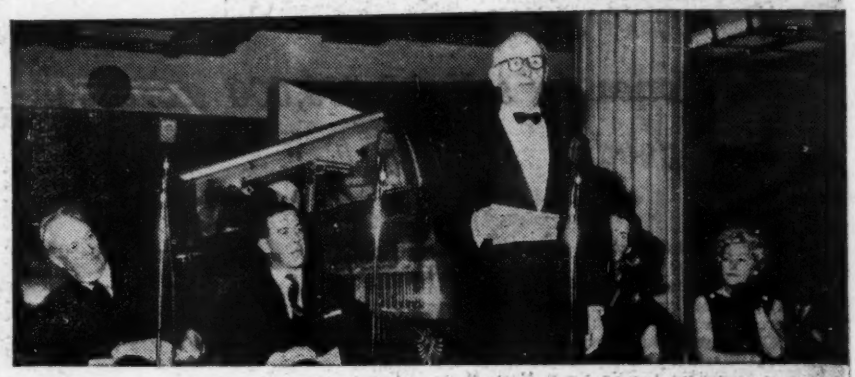
The British Week in Stockholm will be held from September 27 to October 5. Any body interested, who has not already done so, should lose no time in contacting Miss M. M. Wood, British Weeks and Store Promotions Directorate, Room 203, Kingsgate House, 66-74 Victoria Street, London, S.W.1.

Entertainer Roy Castle opened IMBEX, the International Men's and Boy's Wear Exhibition at Earls Court, London, on February 26. Picture shows him examining a coat on show at the exhibition.

Lord Brown at Harrods promotion

SPEAKING AT THE Harrods 'Best of Both Worlds' promotion on February 27, Lord Brown, Minister of State, Board of Trade, said that as Minister in charge of exports he had a special duty to acknowledge the hundreds of promotions of British goods made by department stores in the United States during the last few years. 'I am glad that this gesture of appreciation is being made publicly here in London by a store whose reputation stands as high in America as it does in the United Kingdom,' he said. Warning against isolationism, Lord Brown spoke of 'that hope of expanding trade on which both nations so much depend'. He continued: 'So we see here in Harrods the best from America side by side with the best from Britain. In that latter connection I am glad to see that well over one hundred British exporters have been given the chance to blow their own trumpets by openly stating their achievements here in the store.'

Lord Brown concluded his speech by saying that the department stores of London were a permanent and valuable asset to our export trade. The foreign buyer used their vast displays of British goods as the shop window on which he based his own buying and their own over-the-counter exports rivalled the figures of many manufacturing industries. 'For this public service they get few thanks,' said Lord Brown, 'but tonight as Minister for Exports I congratulate them on what they achieve in these respects.'



Lord Brown speaking at the opening ceremony of Harrods 'Best of Both Worlds' promotion. From left to right are The Hon. David Bruce, United States Ambassador in London; Sir Hugh Frazer; Lord Brown; Lady Frazer; Mrs. Alfred Spence, wife of Harrods' managing director.

Diamond Jubilee year of Ideal Home Exhibition

THE DAILY MAIL Ideal Home Exhibition which each year attracts large numbers of overseas visitors to its venue at Olympia, London, reached a further milestone on March 5 when with its 1968 opening it celebrated its Diamond Jubilee.

The first exhibition in 1908, held in the only hall existing then at Olympia, the Grand Hall with its four and a half acres of space, attracted an attendance of some 160,000. Of recent years an average of 1,133,000 have visited the show which now occupies the whole of modern Olympia's eleven and three quarter acres.

The exhibition has a world-wide reputation for launching new ideas and new products. Over the years such new products as the electric washing machine, the electric blanket, the serrated breadknife, together with such accepted products as the kitchen cabinet, the all-night fire, the expanding suitcase and the vacuum flask have become 'musts' in homes not only in Britain but throughout the world.

Overseas visitors to the exhibition have the opportunity to compare British exhibits with products and ideas from Austria, Poland, Israel, West Germany, Pakistan, Morocco, Rumania, Turkey, Spain and Greece. Each year export sales from this exhibition increase, and this year it is expected that export sales will reach an all time record.

As an added attraction this year, the exhibition features the British Pavilion at 'Expo 67' as a star exhibit. With the co-operation of the Central Office of Information, and the Exhibition authorities, visitors to the show will have their only chance to see it outside the shores of its original site in Canada. Because this feature needs darkness for projecting images on to rock faces, it has never been possible either to film it or show it effectively on television. So it is something that can only be appreciated in actuality.

Of the Exhibition, as one West German store buyer said to a *Board of Trade Journal* representative at the preview of the show on March 4: 'This exhibition presents the best of British domestic products. I come here every year, and I look around, and I buy. It is a great shop-window for all that is good and best in the British domestic consumer field.'

British participation in Vienna trade fair

THE BOARD OF TRADE, in co-operation with the British Embassy in Vienna, propose to present a combined British participation at this year's Vienna Autumn Trade Fair, September 8 to 15.

Unlike recent years, when the British Pavilion in Hall 24 has comprised a collection of firms from various industries, the 1968 participation will be confined to exhibits within the broad range of 'Light Engineering and Building.' The theme will be interpreted in the widest possible sense in order to provide exhibiting opportunities for as many British firms as possible.

The British display, organized on joint venture lines, will be held in Hall 23 of the Messegelände and provide a total of some 1,000 square metres stand space, sufficient to accommodate about 60 firms.

The Birmingham Engineering and Building Centre, 1 Broad Street, Birmingham, is currently compiling a list of firms who wish to be included in a joint venture it is sponsoring. The BEBC has regularly been taking groups of firms to the Vienna Autumn Trade Fair under the Board of Trade joint venture scheme, and a short report on the 1967 participation was published in the *Board of Trade Journal* of September 29, 1967.

Details of the joint venture scheme can be obtained from Miss F. King, Overseas Trade Fairs Directorate, Board of Trade, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Ext. 2782). Briefly, the scheme provides exhibitors with space and stand construction including certain fittings, free of charge. Stands must be in the name of a British firm showing British goods and must be adequately manned throughout the open hours of the fair.

Firms wishing to exhibit their goods in the British hall should get in touch with the Birmingham Engineering and Building Centre or their trade association before April 1.

Three-in-one engineering event in Yugoslavia

THE BRITISH ENGINEERING DAYS will be held in Yugoslavia from April 2 to 11 at Zagreb, Ljubljana and Belgrade. Over 40 British companies will take part in the exhibitions, which will be supplemented by a technical symposium in which more than 70 lectures will be delivered at the three centres, covering new developments in many aspects of engineering, production and instrumentation.

The event is organized by the London Chamber of Commerce and the British Mechanical Engineering Federation as a joint venture with the Board of Trade within the framework of the Anglo-Yugoslav Trade Council. The companies taking part were guided by a comprehensive 'shopping list' supplied by the Zagreb, Slovene and Belgrade Economic Chambers, which indicated the fields and products of particular interest to Yugoslavia during the coming year or two.

Further events in this series are planned for Warsaw (November 25 to 29) and Budapest, Bucharest, Prague, Sofia, Caracas and Buenos Aires during 1969/70.

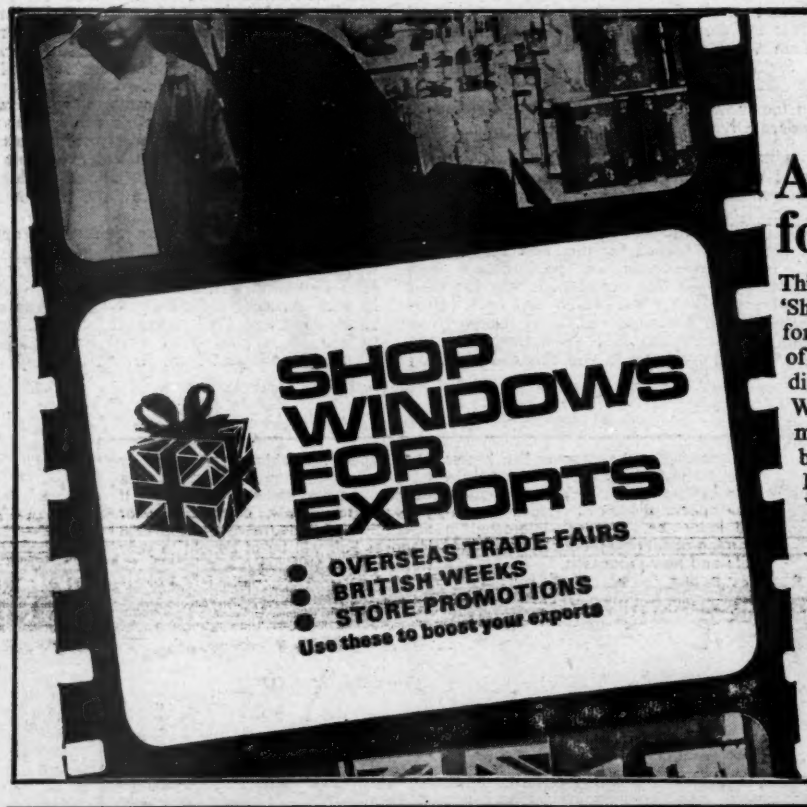
Continental buyers expected at Brighton fair

BUYERS FROM many parts of the Continent were expected in Brighton this week at the Smallwares and Knit-Yarns Trade Fair, which was held at the Metropole Exhibition Hall from March 3 to 7. They were expected to stock up on the latest quick-selling lines in haberdashery, embroidery and knitting yarns, garments, plastic toys, leatherwork, dress accessories, costume jewellery and fancy goods of every description on show there.

The Fair – described as 'the bustling, colourful event where big-store executives and small-shop owners meet their suppliers to choose new lines' – was sponsored by *Draper & Fashion Weekly*.

Some visitors to the British Engineering Week in Mexico held at the Reforma Hotel, Mexico City, from February 12 to 16, and organized by the London Chamber of Commerce and the British Mechanical Engineering Federation as a joint venture with the Board of Trade. Twenty-one companies took part and orders were received to the value of £100,000, with the likelihood of further orders worth £170,000.

A member of the Rank 'Look at Life' film unit shooting an Extraordinary Meeting of the British Weeks Advisory group at the Board of Trade. The Rank Organization has produced a 'Look at Life' film on the British Week in Brussels which will be released shortly. Left to right around the table are: Mr. J. Lister, Board of Trade, Miss G. Murray, Board of Trade secretary, Mr. A. B. Savage, Director of British Weeks, Mr. J. Evans, Board of Trade, and Mr. I. Earle, British National Export Council.



An Informative Film for all Exporters

This 24-minute, 16-mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

For audiences viewing the film the Board of Trade has prepared a special leaflet which not only explains how the Board of Trade assists firms to participate in these overseas promotions but also gives contact points within the Board. These leaflets are obtainable free of charge to borrowers of the film.

Copies of this film are available on hire from:

Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone: 01-743 5555.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

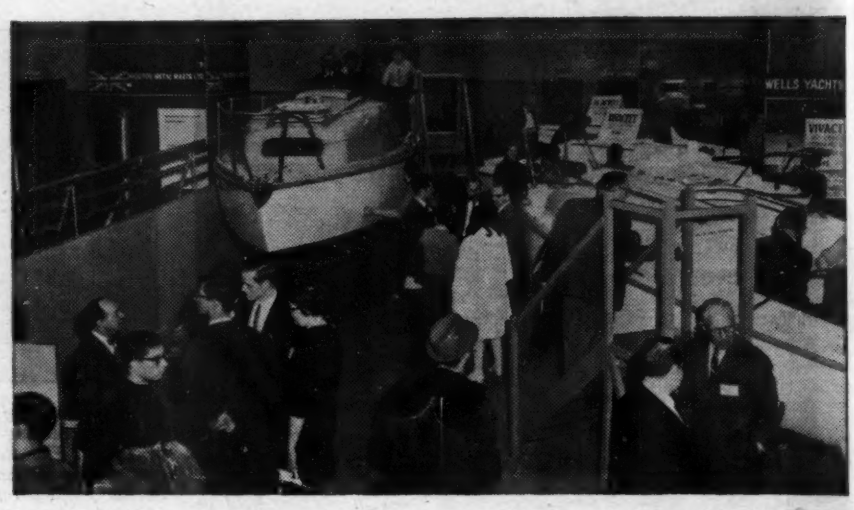
UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Britain exhibits for third year at New York Boat Show

A report from the British Consulate-General, New York

TWENTY BRITISH FIRMS participated in the third successive, and substantially bigger, joint venture organized by the Ship and Boat Builders National Federation and the Board of Trade at the 58th National Boat Show in New York's Coliseum from February 7-18. This popular show seldom fails to establish a crop of records each year, and this time it was the turn of the number of exhibitors (452), the number of dealer credentials issued (18,300), and the value of orders taken ($52.1 million at retail prices). The record business booked was particularly significant, because this year's show was moved into February as part of a package deal by the organizers in return for more space in the future, and was only two weeks instead of the traditional six before the beginning of the industry's selling period. Total attendance, which was slightly up at 401,000, was the highest for eight years.

The British exhibit occupied 7,056 sq. feet of space, well over half as much again as last year, and the 20 participants included nine newcomers to the New York Boat Show and five third-timers. Eleven cruising yachts from 16ft.-31ft. were shown by Havencraft, Hartwell Boat Builders, Hurley Marine, Russell Marine, Small Craft (Blue Hulls), Westerly Marine and Westfield Engineering; several craft were making their debut in the American market. Two Romany Fisherman craft by Gordon Payne (one was designed specially for this market after the firm had assessed the demand on a visit to the United States with the SBBNF mission last autumn) attracted great interest; and there were sailing dinghies by Fairey Marine and Pearson Bros., inflatable craft by Avon Rubber and Granta Boats, and a planing catamaran by Anchor Boats. The two-man keel boat 'Tempest' designed by Ian Proctor and approved by the IYRU was exhibited for the third year by Richardson Boats and Plastics and was as popular as ever. Mr. Ian Hannay was at the show to take orders for his own designed sailing cruiser. British boating equipment on show comprised foul-weather clothing by Henri-Lloyd, metal masts by Ian Proctor, pumps by Munster Simms, hardware by Lewmar Marine, and echo-sounders and radio direction finders by Electronic Laboratories. An industry information stand was manned by the Ship and Boat Builders National Federation, led by Mr. Tom Webb, its chief executive.



Keen interest from visitors to the British stand at the New York Boat Show. Twenty firms participated with Board of Trade assistance as part of a determined attack on the United States market by the Ship and Boat Builders' National Federation.

Sir Patrick Dean, the British Ambassador to the United States, visited the show on February 14 and, after touring the British exhibit, visited the stands of United States subsidiaries of Decca, Kelvin Hughes, Perkins Engines, and Brookes & Gatehouse, and a local agent stocking exclusively British boat equipment who was exhibiting independently. Decca Radar had just won, for the third consecutive year, the National Marine Electronics Association's Award for the 'best single piece of equipment based on performance and reliability' – on this occasion, it was for their D101 small-boat radar which was only introduced to the American market at the previous year's show. At the 1966 show they were the first foreign company to win this award which was gained again in 1967, on both occasions for the D.202 set. For good measure, they also got the association's award for 'continued excellence of design, performance and reliability'. The company can hardly fail to chalk up substantial expansion in the market. Perkins Engines' sales at the show were reported to be in excess of $1 million.

The 20 British joint venture participants reported keen interest in their products at the show; although good business resulted, especially for some of those who had exhibited before, the main purpose of the newcomers to the United States was to test the market and to find agents.

The federation's venture follows a determined approach to the United States market which began with an information stand at the 1965 show and was followed by trade missions in each succeeding October and joint ventures at the 1966 and 1967 shows. It is now difficult to imagine a New York Boat Show without a strong contingent from British industry.

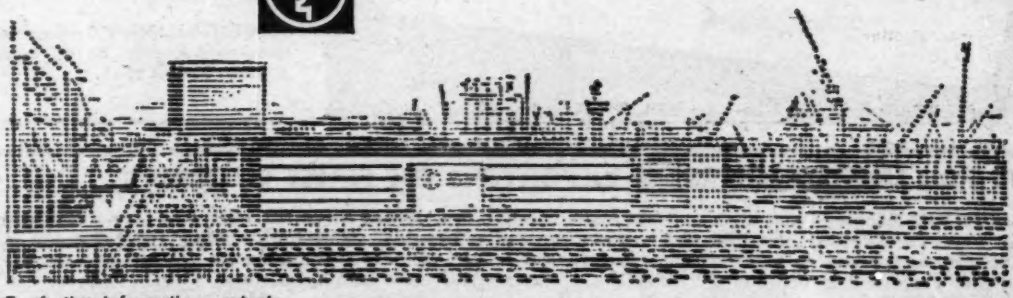
April 27 — May 5, 1968

HANOVER FAIR

Mecca of Technology

Anyone visiting the Hanover Fair knows what he is looking for. Visitors to this Fair expect to find information about their special fields of interest and related industries. They are interested in learning about new products, new materials and new processes.

They expect favorable opportunities for buying, they develop existing business connections and make new contacts. If you are technically, commercially or scientifically minded, a visit to the 1968 Hanover Fair will be of benefit to your work.



For further information contact:
SCHENKERS LIMITED (Dept. 3) Royal London House, 13 Finsbury Square, London E.C.2. Tel. 01-638 9711

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Hungary

ON EXPIRY of the previous Arrangement a new Trade Arrangement between the United Kingdom and Hungary for the period 1968-72 was signed in London on February 28.

Both Governments have expressed the intention of promoting and facilitating the development of mutual trade and have given recognition to the benefit of increasing the turnover of trade in both directions from year to year. Detailed arrangements for the year ending December 31, 1968, are given below.

Annex A is a general list of goods which cannot be freely imported and require a specific licence. For some of these goods a quota appears in Annex B which enables them to be imported under specific licence up to the level of the quota. Of the various Hungarian goods not appearing in Annex A, some may be imported under Open General Licence and others under Open Individual Licence.

Annex C contains the provisions for the United Kingdom's exports to Hungary in 1968. As before, Part I applies to goods other than those covered by the quotas in Part II, but the practice of citing individual products has been discontinued.

The general prohibitions and restrictions relating to imports from and exports to all countries (listed in Part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply.

Annex A

Goods the import of which remain subject to specific licence.

Goods covered by the following chapters and headings of the United Kingdom Custom Tariff:

Chapter 2 (except horsemeat, rabbit, mutton and lamb, beef and veal and venison and their offals).
Chapter 3 (except preserved fish, freshwater fish, fresh and frozen sturgeon).
Chapter 4 (except headings 04.05 and 04.06).
Chapter 16 (except headings 16.04 (other than salmon, 16.05 (other than crab), salami, fully cooked prepared uncheese and ready-made dishes, rabbit, mutton and lamb, and any items wholly of beef or veal).
Chapter 65
Heading 17.02 (G) (1) Lactose
Heading 01.02
Heading 08.13
Heading 20.04
Heading 27.09
Heading 27.10
Heading 27.11
Heading 27.13 (except mineral waxes)
Heading 69.11
Heading 69.12
Heading 69.13
Vegetables fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, being asparagus, green beans, beetroot, broccoli and cauliflowers, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than herbs dried in bulk), lettuce and endive, mushrooms, dry bulb onions (including shallots), green peas, radishes, spinach and turnips.
Potatoes and potato products (except potato glucose, potato starch, potato flakes and potato pancake powder).
Tomatoes, fresh.
Rhubarb, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid.
Vegetables provisionally preserved containing onion or cauliflower.
Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) containing cauliflowers or onions.
Fruit, fresh, frozen, dried, provisionally preserved (including pulp), canned or bottled or otherwise preserved being apples, bananas, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries.
Jams and jellies of apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries.
Fruit juices, syrups and must derived from apples, blackcurrants and pears.
Grapefruit juice and orange juice.
Grass seed.
Dry bulbs, rhizomes, corms and tubers.
Osiers and willows.
Matches (excluding Bengal matches).
Cigars.
Benzene (including benzole), oluene and xylenes.
Hide and skins tanned.
Gloves.
Fur shells and fur bodies.
Textiles, including man-made fibres, yarns and textile articles, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner or yarns or twines of true hemp (canabis sativa).
Rubber footwear.
Flat glass 3mm nominal thickness and less.
Enamelled hollow-ware.
Cutlery being knives (other than machine knives and surgeons' knives) sharpening steels, spoons and forks, scissors and shears, and long-handled razors.
Typewriters and parts.
Transistorized radio and television receivers.
Electronic valves and tubes, and semi-conductors, and parts thereof.
Motor bicycles, motor scooters, mopeds and pedal bicycles; parts, components and accessories thereof (excluding chains).
Aircraft of an all up weight over 4 500 lbs.
Watches of a value not exceeding 30s. c.i.f. each and watch movements of a value not exceeding 25s. c.i.f. each (other than stop watches).
Watch parts (other than watch glasses or cases).
Clocks and parts thereof (other than electric clocks; clock glasses, including those of synthetic materials; clock cases or parts thereof which, at the time of importation, do not enclose a clock movement).
Sporting ammunition.
Toys and games (other than plastic toys and playing cards).
Glass christmas tree ornaments.
Goods not specified above which are at present included in the First Schedule of the United Kingdom Open General Import Licence.

Annex B

Hungarian goods for import into the United Kingdom during the 12 months ending December 31, 1968.

Item No.	Description	Value £'000 c.i.f. unless otherwise stated
1	Cotton piece-goods, of which not more than 2,583,580 square yards for finished cloth sq. yds.	3,876,380
2	Worsted and woollen piece-goods and made-up articles of wool, excluding apparel	20
3	Piece-goods wholly or mainly of man-made fibres (including those woven on woollen or worsted machinery)	180
4	Piece-goods and made-up goods of linen (excluding apparel): Linen tea towels and tea towelling sq. yds.	200,000
	Other	95

(*Continued on next page*)

Item No.	Description	Value £'000 c.i.f. unless otherwise stated
5	Stockings and socks	85
6	Knitwear, including knitted shirts, but excluding stockings and socks	550
7	Textile garments, not elsewhere specified, excluding garments wholly or mainly of lace, of which:	
	(a) of cotton (of which not more than 1,225,000 sq. yds. for shirts) sq. yds.	3,080,000
	(b) Other	450
8	Man-made staple fibre and continuous filament	225
9	Petit point handbags, panels and motifs and embroidered manufactures, including folkwork, handicraft products and hand-painted canvas, but excluding items wholly or mainly of lace	35
10	Miscellaneous textile manufactures not included elsewhere including blankets but excluding narrow fabrics of all types and articles wholly or mainly of lace:	
	(a) Cotton manufactures sq. yds.	575,000
	(b) other, of which not more than £10,000 for hat hoods	300
11	Gloves (of which not more than £200,000 for leather and fabric gloves)	270
12	Fur bodies (other than of lambskin and sheepskin)	20
13	Rubber footwear	55
14	Enamelled hollow-ware	30
15	Domestic pottery including porcelain and china, of which not more than £40,000 for ornamental ware	90
16	Toys and games	150
17	Sporting ammunition	10
18	Complete alarm clocks (other than electric) Units	240,000
19	Electronic valves and tubes and semi-conductors (of which not more than £40,000 for semi-conductors)	150
20	Transistorized radio and television receivers	50
21	Motor bicycles, motor scooters and mopeds (i.e. all forms of motorized bicycles whether or not equipped with pedals by which they are capable of being propelled) and bicycles and spare parts therefor	20
22	Matches	80
23	Bacon Tons	2,380 (a)(e)
24	Canned ham	200 (e)
25	Sausages and canned or fully cooked meat not elsewhere specified:	425 (e)
	Sausages	100
	Poultry	55
	Pigmeat	220
	Other	50
26	Butter Tons	1,720 (b)
27	Cheese	90
28	Apple, blackcurrant and pear juices and syrups	25
29	Fresh fruit, the following: cherries, currants, gooseberries, loganberries, plums, raspberries and strawberries (of which not more than 500 tons for blackcurrants, raspberries and strawberries taken together) Tons	1,260 (c)
30	Fresh apples and pears Tons	240 (c)
31	Fresh vegetables, the following: asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, green peas, radishes, tomatoes, spinach and turnips Tons	400 (c)
32	Onions and shallots (of which not more than 7,100 tons during the period August 1 to November 30) Tons	13,800
33	Dried fruit and vegetables, the following:	510
	Dried fruit, being any of the fruit specified in item 29, and pears and apples	60
	Dried vegetables, being onions, shallots, rhubarb or any of the vegetables specified in item 31	450
34	Quick frozen fruit, being any of the fruit specified in items 29 and 30 (of which not more than 500 tons for raspberries and strawberries taken together and 50 tons for blackcurrants) Tons	1,000 (c)
35	Quick frozen vegetables, being onions, rhubarb or any of the vegetables specified in item 31, except tomatoes Tons	500 (c)
36	Canned or bottled fruit, being any fruit specified in items 29 and 30 (of which not more than £60,000 for plums, £20,000 for apples, £20,000 for raspberries and strawberries taken together and £10,000 for blackcurrants)	150
37	Canned or bottled vegetables, being onions, rhubarb, or any of the vegetables specified in item 31 except tomatoes	80
38	Pulp derived from fruit grown in Hungary being pulp of any of the fruit specified in items 29 and 30 (of which not more than 50 tons each for raspberry, strawberry and apple and not more than 200 tons for blackcurrant) Tons	600
39	Vegetables preserved by vinegar or acetic acid (including mixed pickles and chutney) containing beetroot, cauliflower or onions	15
40	Vegetables provisionally preserved, containing cauliflower or onions	20
41	Jams and jellies of fruit specified in items 29 and 30 (of which not more than 500 tons for strawberry and raspberry taken together, 150 tons for blackcurrant and 600 tons for plum) Tons	1,500
42	Miscellaneous foodstuffs and other agricultural products not listed elsewhere	80 (d)
43	Chilled pigmeat and pigmeat offals	p.m. (e)
44	Poultry	p.m. (e)
45	Game	p.m. (e)
46	Scissors and knives	10
47	Rough tanned, semi-finished and finished leather	50
48	Narrow fabrics of all types	30
49	Cotton tents sq. yds.	166,650
50	Miscellaneous non-agricultural goods, not elsewhere specified, subject to type	50

Notes:

(a) Basic quota for the period April 1, 1967, to March 31, 1968, under the general arrangements for imports of this commodity.
(b) Basic quota for the period April 1, 1967, to March 31, 1968.
(c) Imports are subject to compliance with United Kingdom Public Health and Plant Health Regulations.
(d) The United Kingdom authorities will, within the framework of their import policy, consider individually applications to import against this quota goods not specified elsewhere in this Annex.
(e) Imports are subject to compliance with United Kingdom Public Health and/or Animal Health Regulations.

Annex C

United Kingdom goods for import into Hungary during the 12 months ending December 31, 1968.

PART I

The Government of Hungary, within the framework of their general import regulations, will admit goods not mentioned in Part II of this Annex to a value of £11.5 million.

PART II

The following specific quotas are established:

Item No.	Description	Value £'000 f.o.b.
1	Thoroughbred horses and livestock (including pedigree pigs)	30
2	Miscellaneous food and agricultural products including fish, cocoa powder, coffee extracts and essences, chocolate and sugar confectionery, cocoa butter, milk and other dairy products (including nisin), biscuits, quick frozen fruits and vegetables, whisky, cod liver oil, essential oils, sauces, flavouring essences, food colours and aromatic materials, and pectin	70
3	Chemical products, the following:	125
	Medicines for retail sale	75
	Paints (for internal and external decoration, etc.), varnishes and artists' colours	50
4	Yarns excluding man-made fibre yarns, but including non-tarnishing metallic yarns, of all kinds	25
5	Wool cloth	225
6	Cotton and man-made fibre piece-goods, including tyre fabrics, tapes and light webbings	50
7	Linen goods and lace manufactures	10
8	Metal consumer goods not elsewhere specified including domestic hollow-ware, cutlery, pressure cookers, razors and razor blades, non-industrial liquid fuelled heating and cooking apparatus and sewing machines and parts	100
9	Miscellaneous equipment, the following:	135
	Radio and television sets, radiograms, sound producing equipment and parts thereof	115
	Magnetic recording tape or film	20
10	Motor cars, motorcycles and cycles:	60
	Complete and assembled	p.m.
	Components and parts	60
11	Clothing and footwear, including furs and imitation furs	290
	Woven clothing and knitwear	210
	Furs (including imitation furs)	70
	Footwear of all types	10
12	Books, periodicals and music	125
13	Miscellaneous consumer goods not elsewhere specified, including clocks and watches and components (£10,000), sports goods, toys, games, musical instruments, jewellery (including costume jewellery), perfumery, cosmetics, toilet preparations, gramophone records, linoleum and carpets, non-industrial self-adhesive tapes, mechanical lighters, pipes, cigarettes and other tobacco manufactures, pens of all kinds, polishes, creams, dressing for footwear, furniture and floors, domestic electrical appliances and refrigerators and parts	200

Imports from East Germany

THE BOARD OF TRADE have issued Notice to Importers No. 1213 setting out the licensing arrangements for the 12-month period running to December 31, 1968. Full details and the list of quotas appeared in the *Board of Trade Journal* of February 2, 1968 (pages 336 and 337).

U.K. AID TO DEVELOPING COUNTRIES

Sixth British interest-free loan to Ceylon

A LOAN AGREEMENT under which Britain will provide economic assistance to Ceylon to the value of £1,570,000 was signed on March 1 in Colombo. It will be used for the purchase from Britain of such things as fertilizers, tractors, implements and spares, engineering stores and commercial vehicles.

This is the second instalment of the offer of aid made by Britain at the World Bank meeting held in Tokyo in April of last year when Ceylon's economic situation and import needs were considered. At that meeting Britain pledged a total of £3,570,000 as it had also done at similar meetings in each of the two previous years. The loan is interest-free and is repayable over a period of 25 years including an initial three-year grace period, as were the five previous loans.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, ext. 2642).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

Algerian Ministry of Agricultural and Agrarian Reform:
(44/68) Consultancy Services. March 31. E.S.B. 9363/68.
(44/68) Jute Sacks. March 20. E.S.B. 9362/68.
(43/68) Steel for Societe Nationale de Siderurgie. April 15. E.S.B. 9259/68.*

AUSTRALIA

(44/68) Oil Circuit Breaker for Cairns Regional Electricity Board. March 20. E.S.B. 9332/68.*
(44/68) Railway Traffic Control Equipment for Commissioner for Railways. May 20. E.S.B. 9328/68.*
Contract Board:
(42/68) Drilling Machine. March 27. E.S.B. 9235/68.*
Department of Civil Aviation:
(44/68) Transmitter. April 2. E.S.B. 9350/68.*
(44/68) Construction of Elevated Roadway for Melbourne and Metropolitan Board of Works. April 9. E.S.B. 9339/68.

BELGIUM

(43/68) Station Wagon; Pick-up Trucks for SHAPE March 20. E.S.B. 9296/68.*

BRAZIL

(46/68) Data Processing Equipment for Banco Do Estado Do Rio De Janeiro S.A. March 22. E.S.B. 9810/68.*
(45/68) Nickel Discs for Central Bank of Brazil. April 25. E.S.B. 9809/68.*

BURMA

Conservator of Forests:
(44/68) Knives; Saw Blades. March 20. E.S.B. 9338/68.*
(44/68) Plywood Testing Machine. March 20. E.S.B. 9343/68.*
(44/68) Pipes; Pipe Dies. March 20. E.S.B. 9344/68.*
(44/68) Insulator Spindles for Electricity Supply Board. March 29. E.S.B. 9335/68.*
Peoples Oil Industry:
(41/68) Flexible Hose. April 1. E.S.B. 8761/68.*
(41/68) Oil Testing Equipment. March 25. E.S.B. 8763/68.*
(41/68) Hose Pipe. April 15. E.S.B. 8764/68.*
(41/68) Chain Tongs; Vices. April 15. E.S.B. 8765/68.*
(44/68) Mercury. March 25. E.S.B. 9329/68.*
(44/68) Developing Unit. April 30. E.S.B. 9330/68.*
(44/68) Drawing Office Materials. March 25. E.S.B. 9331/68.*
(44/68) Fire Hose. March 26. E.S.B. 9326/68.*

Vanguard Engineering Ltd., a company which has expanded greatly in the three years of its existence, recently completed its third export contract in five months, won despite strong French competition. The photograph shows a British-built Miehle-Goss-Dexter web-offset printing press for the works of the Paris magazine 'La France Continue', passing under the Eiffel Tower.

(44/68) Stud Bolts and Nuts. March 26. E.S.B. 9717/68.*
(41/68) Diver's Underwear for People's Pearl and Fishery Board. April 1. E.S.B. 8771/68.*
State Timber Board:
(41/68) Wire. March 31. E.S.B. 8759/68.*
(41/68) Low Bed Loader. April 4. E.S.B. 8757/68.*
(41/68) Nuts; Mild Steel. March 31. E.S.B. 8758/68.*
(41/68) Hydrochloric Acid for Steel Mill. March 31. E.S.B. 8760/68.*

CANADA

Manitoba Hydro:
(46/68) Transformers. March 26. E.S.B. 9824/68.
(46/68) Circuit Breakers. March 26. E.S.B. 9823/68.

CEYLON

(45/68) Dog Spikes for Ceylon Government Railway March 23. E.S.B. 9819/68.

Department of Government Stores:
(45/68) Khaki Drill. (Further Information.) Tender documents now available. E.S.B. 7434/68.*
(45/68) Aluminium Alloy Sheets. (Further Information.) Tender documents now available. E.S.B. 8273/68.*
(45/68) Tinplate Cans for Marketing Department. (Further Information.) Tender documents now available. E.S.B. 8274/68.*
(45/68) Boilers for National Milk Board. (Further Information.) Tender documents now available. E.S.B. 8716/68.*
State Engineering Corporation:
(42/68) Glass. March 23. E.S.B. 8795/68.*
Tender Board:
(46/68) Air Conditioning Plant. April 20. E.S.B. 9828/68.
(46/68) Rayon and Synthetic Yarns. March 25. E.S.B. 9830/68.*

CHILE

Empresa Nacional de Electricidad S.A.:
(42/68) Transformer. May 3. E.S.B. 9221/68.*
(42/68) Switchgear. May 8. E.S.B. 9222/68.*

COLOMBIA

(46/68) Gas Turbine Power Plant for Instituto de Aprovechamiento de Aguas y Fomento. April 16. E.S.B. 9825/68.
(43/68) Meteorological Equipment for World Meteorological Organisation. April 15. E.S.B. 9281/68.*

CYPRUS

Cyprus Telecommunications Authority:
(44/68) Teleprinter and Office Machine Paper. March 22. E.S.B. 9306/68.*
(44/68) Stationery and Office Stores. March 22. E.S.B. 9309/68.*
(44/68) Photocopying Paper. March 22. E.S.B. 9310/68.*
(44/68) Envelopes. March 22. E.S.B. 9311/68.

FORMOSA

Central Trust of China:
(44/68) Centrifugal Pumps. March 21. E.S.B. 9350/68.*
(44/68) Earth Movers. March 28. E.S.B. 9349/68.*
(44/68) Glass. March 25. E.S.B. 9327/68.*
(44/68) Pool Cleaner. March 25. E.S.B. 9346/68.*
(44/68) Stainless Steel Rod. March 28. E.S.B. 9347/68.*
(44/68) Triethanolamine. March 30. E.S.B. 9348/68.*
(45/68) Centrifugal Pumps. March 23. E.S.B. 9400/68.*
(45/68) Hot-Line Insulator Washing Equipment. March 22. E.S.B. 9812/68.*
(45/68) Radial Wire Brushes. March 27. E.S.B. 9813/68.*
(45/68) Steamed Rice Air Shooter. March 25. E.S.B. 9814/68.*
(45/68) Oil Discharge Hose. March 22. E.S.B. 9815/68.*
(45/68) Acid Concentration Meter. March 25. E.S.B. 9817/68.*
(45/68) Alloy Steel Tubes. March 22. E.S.B. 9818/68.*
(45/68) Franking Machines. March 22. E.S.B. 9801/68.*
(45/68) Electronic Instruments. March 25. E.S.B. 9802/68.*
(45/68) Porcelain Saddles. March 20. E.S.B. 9804/68.*
(45/68) Tool Kits; Testing Equipment. March 25. E.S.B. 9805/68.*

(Continued on page 783)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues costs only £10 10s.*

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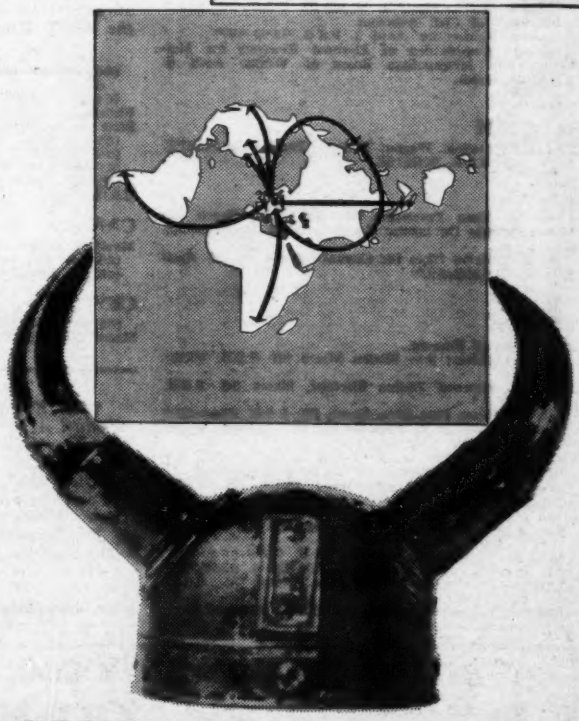

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GREECE

(45/68) Grinding Machines for Ministry of Trade. March 27. E.S.B. 15190/65.*

INDIA

Assam State Electricity Board:
(43/68) Fire Fighting Equipment. April 4. E.S.B. 9252/68.
(42/68) Batching Plant for Bhabha Atomic Research Centre. April 3. E.S.B. 8793/68.*
(43/68) Power Supply Unit for Bihar State Electricity Board. April 2. E.S.B. 9248/68.
Damodar Valley Corporation:
(43/68) Power Line Carrier Equipment. March 26. E.S.B. 9254/68.
(43/68) Transmission Line Towers. April 1. E.S.B. 9255/68.
Director General of Supplies and Disposals:
(42/68) Vibration Testing Equipment. March 28. E.S.B. 8788/68.*
(42/68) Tin Ingots. April 11. E.S.B. 8789/68.*
(42/68) Pig Lead. April 4. E.S.B. 8790/68.*
(44/68) Lead. April 17. E.S.B. 9322/68.*
(42/68) Capacitor Tissue Paper for Heavy Electricals Ltd. March 20. E.S.B. 8792/68.*
(46/68) Annealing Furnace for Hindustan Aeronautics Ltd. April 3. E.S.B. 9832/68.
Hindustan Cables Ltd.:
(43/68) Wire Coiler. April 16. E.S.B. 9250/68.
(43/68) Electrolytic Copper Wire Bar. March 20. E.S.B. 9251/68.*
(43/68) Rolling Mills Rolls for Hindustan Steel Ltd. April 6. E.S.B. 9260/68.*
(42/68) Sodium Cyanide for Kola Gold Mining Undertakings. April 12. E.S.B. 9208/68.

IRAN

Iranian Tobacco Monopoly:
(41/68) Cardboard. May 6. E.S.B. 8782/68.*
(42/68) Cardboard. May 8. E.S.B. 8783/68.*

IRAQ

(45/68) Chemicals and Dyestuffs; Textile Fibres; Wool; Nylon and Woollen Yarns for Administration of Army Martyrs Factories. March 31. E.S.B. 9366/68.
(45/68) Paint for Government Oil Refineries Administration. March 25. E.S.B. 9370/68.
Iraqi Ports Administration:
(45/68) Construction Works to Berths. July 1. E.S.B. 9376/68.
(45/68) Pharmaceuticals; X-ray Films. April 11. E.S.B. 9372/68.
(45/68) Electrical Materials. March 28. E.S.B. 9373/68.
(46/68) Laboratory Reagents; Pharmaceuticals; Chemicals for Ministry of Defence. Closing date not stated. E.S.B. 9369/68.
(46/68) Civil Engineering Works and General Services for the Basrah Fertiliser Project for Ministry of Industry. May 30. E.S.B. 9892/68.
Ministry of Municipalities and Works:
(45/68) Construction of Water Supply System. June 4. E.S.B. 9367/68.
(46/68) Construction of University Buildings. (Further Information.) Closing date postponed to April 30. E.S.B. 3114/68.
Posts, Telegraphs and Telephones Administration:
(46/68) Telephone Cable and Accessories. April 30. E.S.B. 9374/68.
(46/68) Telephone Wire and Associated Materials. March 20. E.S.B. 9826/68.

IRISH REPUBLIC

(40/68) Pumps and Motors for Nenagh Urban District Council. April 5. E.S.B. 9835/68.

ITALY

(43/68) Port Handling Equipment for Ministry of Public Works. (Advance Information.) E.S.B. 28061/65.

JORDAN

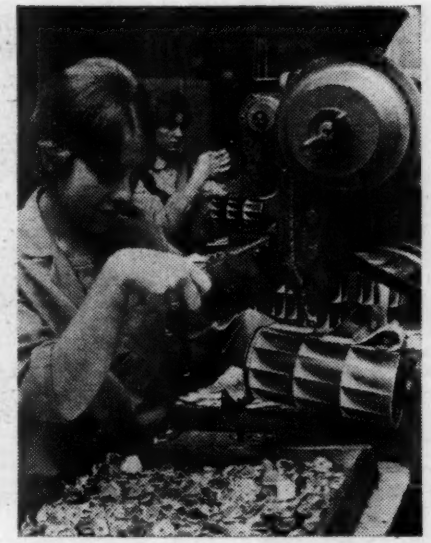
Jordan Pétroleum Refinery Co. Ltd.:
(43/68) Horizontal Centrifugal Pumps. March 26. E.S.B. 9233/68.*
(43/68) Horizontal Centrifugal Pump. March 26. E.S.B. 9234/68.*
(42/68) Valves. March 26. E.S.B. 9232/68.*

LEBANON

Lebanese Telephone Administration:
(43/68) Cable and Accessories. (Further Information.) Tender documents now available. E.S.B. 8299/68.*
(43/68) Junction Line Improvement. April 29. E.S.B. 9262/68.

LIBYA

Ministry of Finance:
(42/68) Construction of a Side Road. March 25. E.S.B. 9229/68.
(43/68) Textbooks. March 25. E.S.B. 9287/68.
(43/68) Building Repair Work for Public Works Ministry. April 15. E.S.B. 9289/68.



Miss Ann Surridge riveting handles to vacuum flask containers at Thermos Ltd.'s Brentwood factory. Thermos Ltd. has a manufacturing company in Australia where the majority of its range of vacuum flasks is made, but some special lines are exported direct and the glass inner liners of all flasks are made in the company's continuous production automated plant at Thetford, Norfolk. Thermos Ltd. export about 60 per cent of their production to more than 100 markets.

MALAYSIA

(43/68) Steam Generating Plant for National Electricity Board of the State of Malaya. May 31. E.S.B. 9239/68.

MEXICO

Federal Electricity Commission:
(45/68) Pumps and Valves. April 16. E.S.B. 9398/68.*
(45/68) Passenger Lifts. March 29. E.S.B. 9399/68.*
(45/68) Road Works for Ministry of Public Works. (Pre-qualification Information.) March 30. E.S.B. 9397/68.*

NEW ZEALAND

General Post Office:
(43/68) Electronic Valves. March 29. E.S.B. 9261/68.*
(43/68) Transmission Measuring Set. March 28. E.S.B. 9308/68.*
(44/68) Transceiver. April 2. E.S.B. 9358/68.*

PAKISTAN

Ministry of Industries and Natural Resources:
(45/68) Electronic Equipment. April 15. E.S.B. 9806/68.*
(45/68) Radio Equipment. April 11. E.S.B. 9807/68.*
(45/68) Broadcasting Transmitters with Ancillary Equipment. March 21. E.S.B. 9808/68.*
(44/68) Galvanized Sheets for Railway Board. April 5. E.S.B. 9357/68.*
(42/68) Workshop Equipment for West Pakistan Railway Board. (Further Information.) Tender documents now available. E.S.B. 7722/68.*
(41/68) Transceivers for World Meteorological Organization. March 31. E.S.B. 8781/68.*

PANAMA

(42/68) Laboratory Equipment for International Labour Office. March 31. E.S.B. 8780/68.*

SOUTH AFRICA

Cape Provincial Tender Board:
(44/68) Translucent Paper. March 22. E.S.B. 9334/68.*
(44/68) Board. March 22. E.S.B. 9352/68.*

TANZANIA

(41/68) Transmission and Distribution Line Materials for Tanganyika Electric Supply Co. May 1. E.S.B. 8779/68.

THAILAND

State Railway of Thailand:
(45/68) Theodolites. March 28. E.S.B. 9377/68.
(45/68) Surveyors Instruments. March 28. E.S.B 9379/68.*
(45/68) Tinplate for Thailand Tobacco Monopoly. March 20. E.S.B. 9382/68.
Transport Department:
(45/68) Vehicle Spare Parts. March 26. E.S.B 9392/68.
(45/68) Aircraft Engine Overhaul. March 20. E.S.B. 9394/68.

TURKEY

(44/68) Tyres and Tubes for D.S.I. Genel Mudurlugu. March 20. E.S.B. 9315/68.*
(44/68) Pyrometers for Directorate of Soil Products Office. April 8. E.S.B. 9298/68.*
Etibank Genel Mudurlugu:
(45/68) Circuit Breakers. (Further Information.) Closing date postponed to March 20. E.S.B. 3760/68.*
(45/68) Lightning Arresters. April 17. E.S.B. 9820/68.
(45/68) Corrugated Aluminium Sheets for Ministry of Reconstruction and Resettlement. March 20. E.S.B. 9389/68.*
P.T.T. Genel Mudurlugu:
(43/68) Diesel Generating Sets; Control Panels. April 25. E.S.B. 9297/68.*
(45/68) Electrical Materials. April 3. E.S.B. 9390/68.*
State Railways Administration:
(44/68) Fuses. March 25. E.S.B. 9314/68. *
(45/68) Welding Materials. March 22. E.S.B. 9387/68.*
(46/68) Aluminium Granules for Turkiye Demir Ve Celik Isletmeleri Genel Mudurlugu. March 29. E.S.B. 9391/68.*
(44/68) Fertilizers for Turkiye Zirai Donatim Kurumu. March 25. E.S.B. 9305/68.*

UNITED STATES OF AMERICA

Bureau of Reclamation:
(43/68) Armature Winding. (Advance Information.) E.S.B. 9271/68.
(43/68) Shunt Capacitor Equipment. (Advance Information.) E.S.B. 9272/68.
(43/68) Crane. (Advance Information.) E.S.B. 9273/68.
(43/68) Elevator. (Advance Information.) E.S.B. 9274/68.
(43/68) Circuit Breakers. (Advance Information.) E.S.B. 9265/68.
(43/68) Pump-Turbines. (Advance Information.) E.S.B. 9266/68.
(43/68) Autotransformer (Advance Information.) E.S.B. 9267/68.
(43/67) Circuit Breakers. (Advance Information.) E.S.B. 9268/68.
(43/68) Armature Winding. (Advance Information.) E.S.B. 9269/68.
(43/67) Armature Winding. (Advance Information.) E.S.B. 9270/68.
(43/68) Pumping Units. (Advance Information.) E.S.B. 9263/68.
(43/68) Transformer. (Advance Information.) E.S.B. 9264/68.
(44/68) Hydraulic Turbines; Spherical Valves for United States Army Engineers. (Further Information.) Closing date postponed to April 2. E.S.B. 3482/68.

URUGUAY

(42/68) Fire Hose Foam Mixing Nozzles for State Oil and Alcohol Monopoly. (Further Information.) Tender documents now available. E.S.B. 7717/68.*
(42/68) Steel for State Railways. 1st Call, April 30. 2nd Call, May 7. E.S.B. 8798/68.

VENEZUELA

(44/68) Cast Iron Tubing; Diesel Plant for Waterworks Development Agency. April 8. E.S.B. 9364/68.

(*Continued on page 785*)

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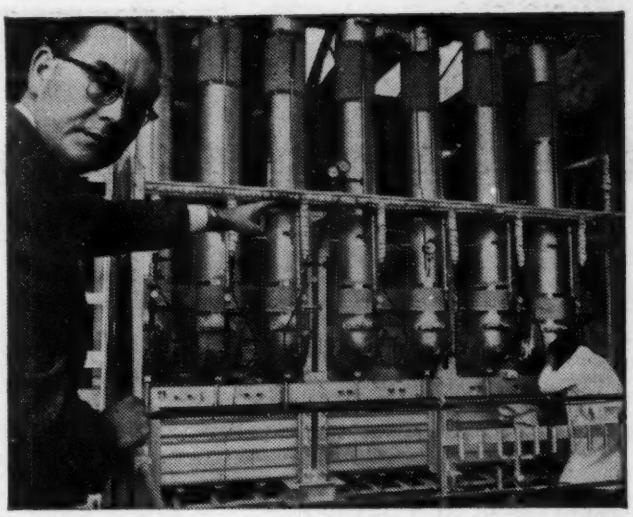

Mr. Ben Hodgson, chief executive of the new British Company, Deeglas-Bishop Limited, seen at the Camberley, Surrey, factory of Deeglas Fibres Limited, which is to be the model for a plant to be built in Poland as part of a £2 million export deal. This contract is expected to be the first of similar orders from overseas worth £20 million. Deeglas-Bishop Limited, in association with Woodall-Duckham of Crawley, is to supply key plant and equipment, and train Polish personnel in glass fibre technology.

L. A. Mitchell Limited, the Manchester chemical engineering contractors, have obtained a £550,000 contract for the design, engineering and construction of an ethylene carbonate recovery plant in connection with an acrylic fibre complex at Stefanesti in Rumania. The entire equipment for this plant will be manufactured in the United Kingdom, and erection will commence in January 1969. The picture shows (from left to right): Mr. G. Claydon-Butler, sales director; Mr. K. Julian, project manager; and Mr. Martin, English senior process engineer, leaving Manchester for Bucharest to finalize the contract.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex No. 25977.)

Agency and export opportunities market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Afghanistan
(42/68) Inquiry for prefabricated aircraft hangar. E.S.B. 8884/68.

Australia
(44/68) Agency inquiry for baling presses; brushes and mops; cleansing and polishing preparation; incinerators; paint rollers; soaps; waste bins and containers. E.S.B. 2275/68.

Austria
(44/68) Agency inquiry for egg flats; hot water bottles; tin openers; vacuum flasks. E.S.B. 4608/68.
(45/68) Inquiry for aerosol containers. E.S.B. 9498/68.

Bahamas
(46/68) Inquiry for cotton fabrics; linen towelling fabric. E.S.B. 9591/68

Barbados
(41/68) Agency inquiry for cast iron pipes; ceramic tiles; galvanised sheets; plumbers supplies. E.S.B. 7559/68.
(43/68) Agency inquiry for poultry and animal foodstuffs. E.S.B. 5581/68.
(45/68) Agency inquiry for domestic utensils; giftware; shoes. E.S.B. 7564/68.

Bolivia
(43/68) Agency inquiry for suitings; whisky. E.S.B. 9103/68.
(42/68) Inquiry for hand tools; motor vehicle parts, accessories and materials; paint; window manufacturing machinery. E.S.B. 8989/68.
(43/68) Inquiry for bandage making machinery; cotton wool making machinery; sanitary napkin making machinery. E.S.B. 9007/68.
(44/68) Inquiry for surplus army equipment. E.S.B. 8937/68.

Brazil
(42/68) Inquiry for galvanised barbed wire. E.S.B. 9094/68.

British Honduras
(42/68) Agency inquiry for brooms and brushes. E.S.B. 8916/68

Canada
(42/68) Agency inquiry for chinaware and earthenware; flatware and cutlery; glassware; tableware; trinkets. E.S.B. 35508/67.
(44/68) Agency inquiry for carpets. E.S.B. 5942/68.
(45/68) Agency inquiry for dermatologicals; drug store specialists; ophthalmic preparations; pharmaceuticals. E.S.B. 8641/68.
(44/68) London Ontario, to hold 'London Fortnight Festival'. LD 5620/G.
(45/68) Inquiry for florists supplies; horticultural equipment and supplies. E.S.B. 9605/68.
(45/68) Inquiry for gourmet foods. E.S.B. 7600/68.

Ceylon
(46/68) Inquiry for hand tools – further information. E.S.B. 40668/68.

Czechoslovakia/Afghanistan
(44/68) Trade Agreement.

Czechoslovakia/Yugoslavia
(44/68) Trade Agreement.

Denmark
(43/68) Inquiry for garage equipment. E.S.B. 6342/68.
(44/68) Inquiry for ship cleaning equipment. E.S.B. 7083/68.

Fiji
(43/68) Agency inquiry for biscuits; chewing gum; cosmetics; greeting cards; laundry blue; linoleum; stationers sundries. E.S.B. 38918/67.
(44/68) Inquiry for grinding mill. E.S.B. 9540/68.

Finland
(44/68) Agency inquiry for acid proof valves; plastic ball valves; steam traps. E.S.B. 9068/68.
(44/68) Agency inquiry for textile fabrics. E.S.B. 9058/68.

France
(42/68) Agency inquiry for domestic gift articles; kitchen gadgets. E.S.B. 3825/68.
(42/68) Agency inquiry for machine tools. E.S.B. 8417/68.
(43/68) Agency inquiry for dish cloths; hand towels; table linen. E.S.B. 8914/68.
(43/68) Agency inquiry for furniture. E.S.B. 8915/68.
(45/68) Agency inquiry for hydraulic cranes. E.S.B. 9429/68.
(43/68) Inquiry for call system. E.S.B. 7670/68.
(45/68) Inquiry for induction motors. E.S.B. 9191/68.
(45/68) Inquiry for motor car accessories. E.S.B. 9736/68.
(46/68) Inquiry for textile machinery. E.S.B. 9075/68.

Germany, Federal Republic of
(41/68) Agency inquiry for electronic components and measuring instruments. E.S.B. 8508/68.
(41/68) Agency inquiry for tyre cords. E.S.B. 7374/68.
(42/68) Agency inquiry for cinema equipment; films. E.S.B. 8855/68.
(42/68) Agency inquiry for domestic goods; knives; office requisites; stationery. E.S.B. 7243/68.
(42/68) Agency inquiry for printing machinery and accessories. E.S.B. 8805/68.
(44/68) Agency inquiry for builders' products; plastic fibres and yarns; plastic paints and coatings; plastic sheets and laminates; resins. E.S.B. 8509/68.
(44/68) Agency inquiry for dressing gowns; knitwear; underwear. E.S.B. 5288/68.
(45/68) Agency inquiry for furniture. E.S.B. 9036/68.
(45/68) Agency inquiry for plastic building products; plastic paints and coatings; plastic sheets and laminates; synthetic yarns. E.S.B. 9037/68.
(46/68) Agency inquiry for women's dresses and coats. E.S.B. 9696/68.
(42/68) Inquiry for medical instruments and equipment. E.S.B. 8917/68.
(42/68) Inquiry for spring wire. E.S.B. 8558/68.
(44/68) Inquiry for chemicals; graphite; oils; tar. E.S.B. 9598/68.
(44/68) Inquiry for electric cable. E.S.B. 9427/68.
(44/68) Inquiry for spring wire. E.S.B. 9511/68.
(45/68) Inquiry for bathroom fittings; building supplies; pvc flooring. E.S.B. 8442/68.
(45/68) Inquiry for steel sheets. E.S.B. 9756/68.

Greece
(41/68) Inquiry for whisky. E.S.B. 7609/68.

Guyana
(43/68) Inquiry for cotton and synthetic fabrics; shirt buttons and labels. E.S.B. 9065/68.

Hong Kong
(46/68) Inquiry for chocolate confectionery. E.S.B. 9761/68.

India
(42/68) Inquiry for brewery equipment. E.S.B. 7314/68.

Iran
(45/68) Agency inquiry for cranes; fire-fighting equipment; garage equipment; hand tools; machine tools; tractors. E.S.B. 9652/68.

Irish Republic
(44/68) Agency inquiry for carpets. E.S.B. 9481/68.
(44/68) Agency inquiry for domestic central heating boilers. E.S.B. 8546/68.
(45/68) Agency inquiry for cotton and synthetic piece-goods; woollen and worsted piece-goods. E.S.B.9502/68.

Israel
(44/68) Inquiry for machine tools. E.S.B. 9536/68.
(45/68) Agency inquiry for cargo-handling equipment. E.S.B. 42597/67.
(45/68) Agency inquiry for pavement sweeping machines. E.S.B. 9407/68.

Italy
(41/68) Agency inquiry for marine supplies. E.S.B. 8153/68.
(42/68) Agency inquiry for chemical reagents. E.S.B. 8963/68.
(44/68) Agency inquiry for flooring; gutters and pipes; rainwater heads. E.S.B. 7501/68.
(44/68) Agency inquiry for reversing and reduction gears. E.S.B. 2952/68.
(44/68) Agency inquiry for toiletries. E.S.B. 8845/68.
(45/68) Agency inquiry for air handling units; dust collecting systems; pneumatic transport systems. E.S.B. 4207/68.
(45/68) Agency inquiry for machine tools. E.S.B. 9490/68.
(43/68) Inquiry for printing machinery and equipment; stationers' sundries; tracing papers and cloths. E.S.B. 6729/68.
(43/68) Inquiry for tool bits. E.S.B. 7769/68.
(43/68) Manufacture under licence – cranes. E.S.B. 2103/68.
(45/68) Inquiry for pig iron. E.S.B. 9776/68.

Jamaica
(43/68) Inquiry for builders' hardware; labelling and filling machinery; motor vehicle accessories; pharmaceuticals; plastic and glass bottles. E.S.B. 8931/68.
(45/68) Inquiry for kitchen units. E.S.B. 9120/68.

(*Continued on next page*)

†**For further details of the 'Export Services Bulletin' see page 781.**

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Japan
(42/68) Agency inquiry for furniture; greeting cards. E.S.B. 8634/68.
(45/68) Agency inquiry for mining machinery and equipment. E.S.B. 8832/68.

Kenya
(41/68) Agency inquiry for packaging machinery and materials. E.S.B. 5076/68.
(42/68) Agency inquiry for lamps; projectors. E.S.B. 8505/68.

Kuwait
(43/68) Agency inquiry for foodstuffs; shoes; women's clothing. E.S.B. 8109/68.

Lebanon
(42/68) Agency inquiry for dyes; footwear components. E.S.B. 7372/68.

Libya
(44/68) Inquiry for prefabricated barracks. E.S.B. 9199/68.

Malawi
(45/68) Agency inquiry for curtain material; lamp shades; linen tablecloths and napkins. E.S.B. 9538/68.
(42/68) Inquiry for hardboard and ceiling insulations. E.S.B. 9162/68.

Malta
(42/68) Agency inquiry for footwear; smoking requisites. E.S.B. 8020/68.
(43/68) Agency inquiry for clothing; suitings. E.S.B. 7588/68.

Mexico
(42/68) Inquiry for preheater furnace. E.S.B. 8956/68.
(44/68) Inquiry for club bar equipment; club kitchen equipment; cutlery. E.S.B. 9074/68.

Netherlands
(44/68) Inquiry for thermopane glass. E.S.B. 9474/68.

Norway
(43/68) Agency inquiry for children's clothing. E.S.B. 9002/68.

Pakistan
(45/68) Agency inquiry for earthmoving equipment; railway equipment; road-making machinery; sanitaryware. E.S.B. 7637/68.
(45/68) Agency inquiry for chemicals; plastics. E.S.B. 9531/68.

Portugal
(43/68) Agency inquiry for giftware; kitchen appliances; tableware. E.S.B. 8639/68.

Rumania/Spain
(44/68) Trade Agreement.

Saudi Arabia
(42/68) Inquiry for carpets; children's clothing. E.S.B. 8949/68.
(43/68) Inquiry for printing machinery. E.S.B. 8988/68.

Sudan
(44/68) Inquiry for margarine plant. E.S.B. 9127/68.

Surinam
(44/68) Agency inquiry for adhesive plaster; biscuits; filing cabinets; film; insulating tapes; locks and keys; stationery. E.S.B. 7700/68.

Sweden
(41/68) Agency inquiry for rubber industry chemicals. E.S.B. 8127/68.
(42/68) Agency inquiry for footwear; handbags; leather wares; travel goods. E.S.B. 5287/68.
(44/68) Agency inquiry for carpets. E.S.B. 9507/68.
(45/68) Agency inquiry for electrical equipment. E.S.B. 9430/68.

Switzerland
(42/68) Agency inquiry for mattresses; mattress coverings. E.S.B. 8804/68
(43/68) Inquiry for hydraulic grab; leaf springs; snap safety hooks. E.S.B. 9185/68.
(43/68) Market report on arcade amusement machines. E.S.B. 3642/68.
(46/68) Inquiry for ceiling lamps. E.S.B. 9637/68.

Switzerland/Chad
(46/68) Trade Agreement.

Trinidad and Tobago
(43/68) Agency inquiry for electric motors. E.S.B. 15228/67.

Tunisia
(46/68) Inquiry for transistor radio components. E.S.B. 9743/68.

Turkey
(41/68) Agency inquiry for water purification plant. E.S.B. 8577/68.
(43/68) Agency inquiry for air compressors; earthmoving plant; electric motors; industrial plants; steel rolls. E.S.B. 8605/68.
(42/68) Inquiry for aluminium foil plant. E.S.B. 8544/68.

Uganda
(43/68) Inquiry for wire. E.S.B. 9070/68.
(44/68) Inquiry for laundry equipment. E.S.B. 9535/68.
(44/68) Inquiry for socks. E.S.B. 9448/68.

United States of America
(42/68) Inquiry for castings and forgings; electric brakes, electric motors; fan blades; heating elements; leaf springs; plastic injection mouldings; refrigerators and ice boxes; screws; steel coil and sheet; steel tubing; vinyl laminates. E.S.B. 6784/68.
(44/68) Inquiry for plywood; steel products; vinyl; wire rope. E.S.B. 9256/68.
(45/68) Inquiry for metal insignia. E.S.B. 9073/68.
(45/68) Inquiry for silver-plated flatware and holloware. E.S.B. 3749/68
(45/68) Inquiry for steel products. E.S.B. 9606/68.

Venezuela
(41/68) Agency inquiry for fuses; power and generating equipment. E.S.B. 8670/68.

Yugoslavia
(43/68) Agency inquiry for telecommunication equipment. E.S.B. 6390/68.
(44/68) Inquiry for magnesite by-products manufacturing plant. E.S.B. 8640/68.
(44/68) Zagreb Autumn Fair. E.S.B. 1216/G.
(45/68) Inquiry for aerial photographic survey equipment; video tape equipment. E.S.B. 45235/67.
(45/68) Inquiry for cold store cooling equipment. E.S.B. 8997/68.

Zambia
(43/68) Inquiry for dress fabrics; floor coverings; men's hats; metal furniture; record players and tape recorders; sheets and pillowcases; travel goods. E.S.B. 29536/67.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in December 8 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page* 673 *of March* 1 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.*4 *(Tel.* 01-248 5757).

Company appoint export team

THE Cambridge Instrument Company Limited have formed a senior executive export team to be responsible for broad export policy, market investigations, technical advice, and co-ordination of the total export effort throughout the Cambridge Instrument Group.

Although based in London, members of the team will spend most of their time overseas.

The Cambridge Instrument Company designs and manufactures a broad range of industrial and scientific measuring and analytical instruments. It has a network of distributors throughout most parts of the world in addition to wholly owned subsidiary companies in the United States, Canada and France and associate companies in Australia and India.

The export team is headed by 41-year-old Mr. Peter Marshall whose appointment as export executive was announced earlier in the year when he joined the Cambridge Instrument Company from the Plessey Company Limited. The other members of the team are Mr. David Stevens, a director of Cambridge Instrument's subsidiary, H. W. Sullivan Limited, responsible for Eastern Europe; Mr. Edward Shubrook, who for the past six years has been responsible for export services, covering Africa and the Far East; and Mr. Ken Masters, who joins the export team from another subsidiary company, Electronic Instruments Limited, where he was export manager for two years. He will cover Western Europe.

Demonstration tour in Sweden

MATBRO (SALES) LTD. made their third overseas demonstration tour of 1967 when they sent one of their demonstration units to Sweden for the first three weeks of December.

A Matbro Swinglift Model S.120 (12,000 lb. (5.455 kg)) capacity at 24in. (610 mm) load centre and a low priced Economat Ec. 90 (9,000 lb. (4.080 kg)) at 24in. (610 mm) were the two machines chosen for this tour which was organized by Matbro's new Swedish agents, Nordisk Elektra A/S of Malmo.

During the three week tour, both machines were sold and Matbro received orders for five more Swinglifts to be delivered during the early part of 1968.

Angus export drive continues

JOHN STRAKER, export sales manager of the Angus Belting and Rubber Hose Division, has announced advance plans for 1968. He and four other executives from his department are leaving the United Kingdom during the first three months of the year on tours of overseas markets, which will take them to a total of 33 countries.

Visits provisionally planned for other executives later in the year bring the number to 45. The first to leave were Gordon Braithwaite and Ken Guild, bound for Europe and the Far East respectively.

Later departures will be by John Straker, who leaves during March for the Middle and Far East, Gordon Herrick, who goes to the West Indies and South America at the end of March, and John Smith, who leaves for the Middle East in April.

The basic purpose of all tours is the promotion of the sale of Angus products, which include a number of new items the firm considers of considerable potential, such as the Gacord air hose, and with the additional objective of reaping the benefits of devaluation wherever they are applicable.

Gordon Braithwaite, an area manager, who is now in Europe, will be giving particular attention to consolidating the division's sales effort in France and Italy.

Review of African visit

MR. G. HARKER, manager of the export industrial division of Storeys of Lancaster, the manufacturers of vinyl sheeting, recently returned from an 8,000-mile tour of West Africa. Among the countries he visited were Nigeria, Ghana, Ivory Coast and Senegal.

Mr. Harker is responsible for marketing Storeys' products overseas to the footwear and travelware industries and during his trip he visited a number of factories in West Africa and held discussions with existing and potential customers.

Commenting on the footwear industry in that part of Africa he visited, Mr. Harker thinks that the African has managed to retain his craftsmanship in a rapidly developing machine age and has become a first-class operative. This means that the finished product he turns out is of a very high standard.

With the increase in industry around him, the African is achieving a higher standard of living and this in turn is producing an increasing demand for the products of local factories.

Another object of Mr. Harker's visit was to see at first-hand the situation in Nigeria after the recent internal upheaval. At present the country is in a depressed condition but he noted that already there were signs of an improvement in the economy. He thinks a return to stability should not take too long to achieve.

Paint men fly to United States for export orders

Two senior executives of the Storry Smithson Group of paint companies of Bankside, Hull, took off from London recently to 'sell British' in the United States.

Managing director Mr. R. W. Moughton and his marine general manager, Mr. K. J. Reece, face a tight schedule of meetings in New York – hub of the vast American maritime community.

Their main aim is to sell Storry Smithson's sophisticated coatings to American shipowners, notably the tanker owners who are currently engaging in or considering new building programmes, and they will be talking to some of their established customers as well as meeting new ones.

Just before leaving, Mr. Moughton said: 'Whilst devaluation has not helped the surface coatings industry to the extent that has been generally believed, we shall nevertheless attempt to convince various American shipping interests – who are always alive to any technological advance – that our recently developed marine products offer long-term protection and increased performance over those currently in use. As we well know, the United States is a tough market; but we have something good to sell and that knowledge makes us very hopeful.'

Extensive sales tours

PURSUING its established policy of overseas scales promotion by personal contact, Sanders & Foster Ltd. of Warton Road, Stratford, London, E.15., holders of the Queen's Award to Industry for technological innovation of structural steelwork and also a member of the Chamberlain Group of Companies, announce an extensive sales promotion and market development tour in European and Middle Eastern territories by Mr. A. R. Brown, its export manager.

During his tour in which he will visit Greece, Cyprus, Lebanon, Libya, Kuwait, Abu Dhabi, Saudi Arabia, Iraq, Malta, Switzerland and Holland, Mr. Brown will follow up promising sales leads for his company's standard steel buildings and structural steelwork, visit existing agents and appoint new agents in those territories in which the company is not adequately represented.

Furthermore, Mr. Brown will investigate the particular requirements of the various territories in respect of standard steel buildings and at the same time introduce the latest additions to the S & F steel building range, the latest developments in the company's low priced, castellated steel beams produced by the 'Litzka' process and the popular 'Stratford' range of open web roof and flooring joists now being widely used in many of the leading industrialized building systems in the United Kingdom.

Mr. Brown will be returning to the United Kingdom at the end of this month.

Scandinavian tour

MR. ROBERT HAIM, export manager of W. A. Baxter and Sons Ltd., Fochabers, Morayshire, Scotland, is to visit Denmark and Sweden this month. The purpose of the visit is to promote sales in Scandinavia of the firm's world famous Scottish Fine Foods. These include preserves, sauces, soups, haggis, canned game in wine, jellies, and Scottish fruit in syrup and brandy.

Mr. Hain will be in Copenhagen (King Frederick Hotel) from March 19 to 25, and in Stockholm (Hotel Anglais) from March 26 to April 1.

Dr. H. G. Luttig, South African Ambassador in London during a visit to the Sunderland, Durham, glassworks of James A. Jobling, the 'Pyrex' manufacturers. Dr. Luttig was told that South Africa is among the firm's three best export customers, taking some £250,000 *worth of oven and tableware, scientific, laboratory and industrial glassware.*

German trip

MR. GEOFFREY BROWN, managing director of E. D. Hinchliffe & Sons Limited, Tipton, Staffs., flew to Germany recently for a four-day visit to the BAU Exhibition in Munich. Accompanying him, as his guest, was Mr. Stanley Armsdon, director of the newly formed Aluminium Window Association.

The exhibition featured the use of aluminium in building (as a construction and decorative finish material). Hinchliffe are specialists in the design and manufacture of aluminium products, and Mr. Brown's trip is part of the company's policy of keeping abreast of the latest techniques and developments on the Continent.

Scandinavian tour

BOWYERS (WILTSHIRE) LTD. sales director, Mr. Lionel T. Welsford, and export manager Mr. Brian Hamilton, are now in Scandinavia to plan a further expansion of the company's canned meats sales. Trial shipments of Bowyers' canned goods are being test marketed in Sweden.

At the same time, they are planning with the British Food Council the company's participation in this autumn's British Week in Stockholm.

Export sales tour

MR. G. W. DEITH, managing director of R. E. Ingham and Co. Ltd., of Burton Leonard, Harrogate, manufacturers of decorative wood materials, has left for an intensive sales tour.

The company's real wood products include 'Point One' Parquetiles, for flooring, and Rollwood flexible laminate. Rollwood provides a fully-finished surface in four attractive wood grains for furniture, fitments, panelling, etc.

Exports, during the last quarter of 1967, have risen dramatically and now account for well over 30 per cent of the company's total production. Australia, Sweden, Holland and Denmark are the principal foreign customers but the company also exports to Iceland, France, Portugal and even to the Vatican and finds that Germany is fast becoming a good market. Mr. Deith, with the idea of consolidating established markets and creating new ones, will visit Canada for four days calling at Bramalea, Ontario and Montreal, then fly to Tokyo, Japan for three days before flying to Adelaide, South Australia.

Far East mission

Now on a trip through Ceylon, Indonesia, Thailand, Malaysia and Burma is Mr. Carl Mumme, the export manager of SPP - Sigmund Pulsometer Pumps Ltd. Mr. Mumme is away for four weeks as one of the delegates on the British Pump Manufacturers Association trade-seeking mission.

The seven man delegation will be promoting business for the manufacturers of pumping and ancillary equipment and will entail meeting the users of pumps, distributors and government officials and also examining local conditions by visiting schemes and projects where such equipment will be needed.

Mr. Mumme will also use the opportunity to call on SPP's agents and customers.

Far East tour

MR. ALF THOMAS, sales director of Edbro Ltd., Bolton, has left on an eight-week 27,000-mile tour of the Far East, Australasia and Africa.

Edbro, Britain's biggest manufacturers of tipping gear for trucks, already export a third of their production.

Export drive to States

MR. HARRY SEWARD, managing director of Optrex Limited, of Perivale, leading manufacturers of eye-care products, who have expanded and diversified their interests steadily over the past five years, flew to the United States and Canada on February 26 on an export drive.

It will be remembered that Optrex, through their subsidiary, Medical Alginates Ltd., supplied alginate material to the United States Space Agency for the Man-on-the-Moon project in 1966. Medical Alginates has had a steady export agreement for the past eight years with Consolidated Laboratories in Chicago, to produce swabs for use in hospitals and clinics, and their alginate products are supplied to the United States Army. Mr. Seward will be meeting Dr. George Scherr, technical director of Consolidated Laboratories during his stay in Chicago, to discuss further corporate developments on alginate adjuvant, a substance derived from seaweed and manufactured in the Optrex Group laboratories which is used in vaccines to enhance the potency and effectiveness of the contents.

Mr. Seward sees his main task during his month's tour as investigating the export potential and marketing possibilities for the general range of Optrex eye-care products, especially the cosmetic eye-drop Eye Dew which has become so popular in Britain since it was launched in 1964.

Another link with the United States in Optrex production is the famous 'Traveller' flask, launched in 1965, which won the Eurostar Award for packaging design. The phenoxy-resin used in the manufacture of this flask was supplied by Union Carbide Corporation of New York. A breakthrough in plastic design was achieved when the flask became the world's first commercially blown bottle in this material.

African tour

MR. E. W. SENIOR, executive chairman of the Derbyshire Stone Group returns from a tour of Central and South Africa on March 11.

The Derbyshire Stone Group has many interests in the African continent, particularly in the fields of mining and rock-drilling tools through the Padley & Venables Division, and laboratory instruments, equipment and chemicals through the Baird & Tatlock Division, and Mr. Senior visited the centres of these activities in Ndola and Johannesburg.

Fact-finding mission to Japan

MR. SAMIR HADDAD, United Kingdom and Ireland manager of one of the world's largest all-freight airlines, Trans-Mediterranean Airways, left last month for Tokyo for talks with chief executives from Japanese firms interested in developing trade with Britain.

The talks, scheduled for three weeks, follow the successful inauguration of TMA's direct London-Tokyo service last September.

Mr. Haddad also toured Japan's major industrial and commercial centres to assess the market conditions on behalf of the airline's clients.

Root Harvesters aim for Canadian market

Root Harvesters of Peterborough are attempting to gain a foothold in the Canadian market for their range of root crop harvesters and other agricultural machinery.

The company's export sales manager, Mr. Donald Howells, has just returned from Canada after meeting agricultural machinery distributors with a view to reaching an import agency agreement for the company's potato harvesting machinery.

Root Harvesters are satisfied that there is a market for their machines in Canada, though it could be a hard one to break into.

'There are a lot of other people well established there already,' said Mr. Howells. 'But the only way to find out if we can get in, is to go and try.

'In particular, we hope to interest Canadian buyers with our Whitsed Super Duplex potato harvester and our new two row potato harvester, the Duplex Twin,' said Mr. Howells.

The Super Duplex has already proved itself in the export field. After only 12 months in production, machines have been exported to France, Denmark, Greece, Australia and New Zealand, where an agreement for manufacture under licence has just been concluded.

Sales drive in North America

A 'buy English wines' tour of the United States, Canada, the West Indies and South America was started on February 21 by Mr. Ian Howie, managing director of the Merrydown Wine Company of Horam, Sussex.

In New York, where Sussex country wines won a foothold last year, he will have talks at Macy's, the department store. Meetings are also arranged in Miami and Los Angeles and with the Liquor Control Board in Toronto.

Merrydown's new health drink, Honeydilla, being made from Jamaican honey and granadillas grown in St. Vincent, Mr. Howie will spend several days there and in Barbados.

He will take with him on his tour a new colour film, 'Merrydown, Wine of Sussex'. His wines are now sold in 56 countries.

Export drive in South Africa

THE Laboratory Apparatus Division of James A. Jobling, the 'Pyrex' borosilicate glassware manufacturers of Sunderland, is to support a Glass Manufacturers' Federation trade mission to South Africa from March 15 to April 5.

For Mr. David Roberts, export manager for Africa and the Middle East, it will be his fourth visit to the Republic since the Division was formed in September 1966.

South Africa is now the Division's biggest single export market, with sales of £100,000 in 1967.

Mr. Brian H. Turpin, managing director of Jobling, describes South Africa as a market of vast potential, with education the growth area. All 2,000 items in the laboratory and scientific glassware catalogue are available in the Republic, making 'Pyrex' the brand leader.

Dr. H. G. Luttig, South African Ambassador in London, toured the Laboratory Apparatus factory during his visit to the Wear Glass Works in January.

Canadian and Australian tours

SETTING out on his second overseas business tour this year, Mr. Arthur Bryan (chairman and managing director of Josiah Wedgwood Ltd.) flew from London on February 16 to start a five-weeks business trip to Canada and Australia. This is his third trip on export business (Wedgwood sells 70 per cent of total production in overseas markets) since devaluation, his previous trips being to the United States, Canada and the Caribbean markets, which account for over half of Wedgwood exports.

In Canada, Mr. Bryan officially opened the Canadian company's newly-built showrooms, warehouse and offices, located in a new trading estate in Toronto at 271 Yorkland Boulevard. He was also the official host to more than 120 customers who travelled from all over Canada to attend the Canadian company's annual exhibition of new designs.

Mr. Bryan then flies on to Australia where he will hold sales conferences with the executives of Wedgwood's companies in Sydney and Melbourne. He will continue his tour of Australia with visits to leading Wedgwood accounts in all the major cities, including Adelaide, Brisbane and Canberra.

He leaves Australia on March 16, returning via San Francisco, New York and Bermuda, arriving back in London on March 24.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Technical know-how for South America

Miluz S.A. Buenos Aires, leading printing ink manufacturers in the Argentine have signed a consultancy agreement with Coates Brothers & Co. Ltd., London. Coates now supply technical information and manufacturing data to 13 foreign manufacturers of printing ink and surface coatings in addition to 10 oversea companies which are members of the Coates Group of Companies.

European exports up 18 per cent

Firth Carpets Ltd.'s exports in Europe alone during 1967 are up 18 per cent to over £½ million. Their world exports were running at twice the national level and Mr. H. Fleming marketing director sees this as offsetting for his own firm the probable effects of the Home Market reaction to the current boom.

Press for Mexico

Greenwood & Batley Ltd., of Leeds, have received an order from Contractos y Electrodos Mallory, S.A. of Mexico, for the supply of a 200-ton vertical hydraulic powder-compacting press. The order follows the supply of a similar press to the United Kingdom Associated Company, Mallory Metallurgical Products Ltd., of Wembley.

Guy output soars

During 1967 Guy Motors Ltd's. exports increased by 34.8 per cent, the majority being examples of underfloor and front engined passenger vehicle chassis. Guy's underfloor-engined 'Victory' bus/coach chassis is particularly popular in the Netherlands, where Guy Motors Ltd., is displaying a wide range of its products at the recent International Commercial Vehicle Show in the RAI exhibition hall, Amsterdam.

Epicyclic gears for Australia

W. H. Allen Sons & Company Ltd's Gearing Division, Pershore (Worcs.), has secured from Australia an order for 13 epicyclic gears worth £151,000 (A$324,000) for the 2000MW Liddell power station of the Electricity Commission of New South Wales, now being built. The order was obtained through the Company's Australian subsidiary, W. H. Allen (Aust). Pty., Ltd.

Four cargo vessels for N'geria

One of Marconi Marine's latest transistorized radars, a 'Raymarc 12', is included in the wide range of communications equipment and navigational aids scheduled for installation in each of four 10,000 ton cargo liners on order for The Nigerian National Shipping Line, Ltd., Lagos. The vessels, yard numbers 395 to 398 inclusive, are on order at Rheinstahl Nordseewerke, Emden, and will all be delivered during 1968.

100,000th Triumph Spitfire

At 12 noon on February 8 the 100,000th Triumph Spitfire rolled off the production line at the Canley factory of Standard-Triumph International Ltd. The car was driven off the assembly line by Mr. G. H. Turnbull, director and general manager, of the company.

The car has been an outstanding success for Triumph in both home and export markets earning for the company more than £30 million in foreign exchange. Almost 76,000 Spitfires have been exported throughout the world, with American customers taking 45,000 and European markets accounting for a further 25,000.

Exports to Finland

Bevan Funnell Limited of Newhaven, makers of Reprodux reproduction period furniture, started to export to Finland in 1962. In the first full year sales totalled only a few hundred pounds; in 1967 they had increased 20 times to several thousand pounds.

Power cables for Malta

British Insulated Callender's Cables Limited have received an order worth some £30,000 from the Malta Electricity Board for the supply of paper insulated power cables.

£½ million battery factory order for Iraq

A £½ million order to Britain's Chloride Group (makers of Exide batteries) to build a complete battery factory for the Iraq Government is announced. The factory, which will be commissioned in 1970, will initially produce 100,000 automotive batteries annually. This is claimed to be the first major British deal with Iraq since diplomatic relations were broken off following the Arab-Israeli war, last June.

£10,000 orders

Orders totalling £10,000 have been received recently by Southern Instruments Limited from their Czechoslovakian agents, Exico Limited. These orders are a direct result of the company's participation in the Brno International Trade Fair, September 10-19, 1967.

£225,000 Russian order

A Russian order for 105,000 pairs of boots and shoes, worth nearly £225,000, is announced by John White Footwear Limited. It is the largest single overseas contract ever placed with the Higham Ferrers, Northants., company and is the third in successive years from the Soviet Union.

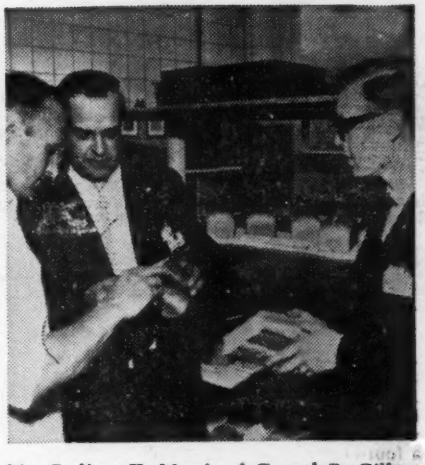
British carpet exports

The exports of woven carpets, Axminsters and Wiltons, to the EFTA and EEC markets totalled £4,576,000 in 1967 – the record total achieved so far. Included in these figures were exports of £1,145,000 to Sweden, £1,125,000 to Denmark and £767,000 to Western Germany. It is expected that European exports will increase substantially during 1968.

£1¼ million contract

A 6,000 mile jet dash from Stockport to a Vancouver (Canada) conference table has helped to win a Hawker Siddeley company, Mirrlees National, a £1¼ million contract for six 5,000 kW diesel generating sets.

Hawker Siddeley men Mr. Dave MacGuinness, from Vancouver, and Mr. Roy Stone, from Hong Kong, were in the final stages of negotiation with the Marcopper Mining Corporation in Canada when further information was required from the Mirrlees factory in Britain. Industrial sales manager, Frank Wilkinson left Stockport immediately and within 24 hours of his arrival the contract was finalized.



Mr. Godfrey H. Morris of G. and R. Gilbert Ltd., manufacturers of bakery equipment, spends most of his time on tours abroad selling the company's equipment – with the result that they have installed mechanized bakery plants in over 60 countries of the world. In this picture Mr. Morris (right) is visiting a bakery in East Berlin.

West German orders

Guildway Limited home manufacturers of Guildford, Surrey, have sent another of their timber framed bungalows to Germany. The order was obtained through their German subsidiary company Guildway (Deutschland) GmbH.

£100,000 Yugoslav bus order

Negotiations lasting four months and a visit to Leyland Motors by the Director General – Mr. Lj. Zlatkov – have come to fruition now that Skopje Municipal Transport of Yugoslavia have signed a £100,000 order for 33 Leyland worldmaster single-deck buses.

The order comes from a municipality which already operates a fleet of 77 Leyland buses. Bodywork will be built in Yugoslavia and will be capable of carrying 100 passengers – 23 seated and 77 standing. There will be one entry and two exit doors.

Indata service for Australia

Indata has recently received an order for the full SDI product information service from the Postmaster General Department Research Laboratories in Australia. The order was placed through the Australian High Commissioner's Office in London. Under the subscription agreement, computer-printed cards covering 309 separate catagories of new instruments, electronics and automation products will be despatched monthly to Australia. Inquiries on any of these products will be sent back to Indata for processing through the computer and dissemination to appropriate manufacturers.

Tanzanian order

The Airfield Lighting Division of Atlas Lighting (Thorn Group) has received another order from Tanzania to supply 'THORNRAY' VASI airfield lighting equipment for Mtwara Airport. Value of the equipment is £8,000.

Russian order

The Calico Printers' Association Limited, Britain's largest textile and fashion group, have announced a £300,000 order from the USSR for London Maid jersey suits. Negotiations are also going on for a large quantity of London Maid coats to be supplied to Russia. CPA last year negotiated £1,000,000 worth of textile and fashion orders from the USSR.

Equipment for Nigeria

The first export order for a new range of capacitor voltage transformers, devices measuring the voltage on the line from a power station into a high voltage transmission system, has been won by English Electric's High Voltage Switchgear Division at Stafford. Worth some £35,000, 33 of these capacitor voltage transformers have been ordered by the Niger Dams Authority for the Kainji hydro-electric scheme nearing completion some 260 miles north of Lagos.

Order for British river ambulance

A British boat-building company has secured a novel export order from the South American Missionary Society. Worth £3,500, it involves the supply of a glass fibre cabin cruiser, fitted out as an ambulance clinic, for service in the Lake Budi district of Chile. Manufactured by Appleyard, Lincoln & Company of Ely, Cambridgeshire, from materials supplied by Deeglas Fibres of Camberley, Surrey, the boat is a four-berth, diesel-powered 'Elysian 27' which will play an important role in the Society's work in this isolated corner of South America.

European orders

Simon-Hooper, a division of Henry Simon Ltd., are to install three complete Casemakers in Germany and France. This is the first time that Simon-Hooper have received orders for Casemakers in either of these countries.

Arabian order

John Brown Engineering (Clydebank) Ltd. have won orders for industrial gas turbine sets for Arabia, valued at more than £1,500,000. The orders are: Two gas turbine sets for the Department of Public Works of Abu Dhabi, valued at £1,250,000, for power generation; and one gas turbine for the Arabian American Oil Company for use to drive two natural gas compressors at the Saudi Arabian oilfields, valued at £400,000.

Repeat order from West Indies

Simon-Carves Chemical Engineering Ltd. have received a contract worth £137,750 for the supply of a sulphur burning contact acid plant to be erected at the Spanish Town works of the Industrial Chemical Company (Jamaica) Ltd.

United States fertilizer deal

A United States $16,000,000 contract for the supply of about 200,000 tons of nitrogeneous and phosphatic fertilizers to the Government of Burma has been won against world-wide competition by the city firm of M. W. Hardy & Co. (Mercantile) Ltd., Gillett House, 55 Basinghall Street, London, E.C.2, whose global activities range from fertilizers, chemicals, plastics, pharmaceuticals, minerals, ores, metals and oils to tramp ship owning and chartering. These fertilizers will be supplied from the United States and Europe.

£60,000 Australian order

As the direct result of a single switch unit being sent 'on approval' to their Australian subsidiary, South Wales Switchgear Limited, of Blackwood, Monmouthshire, has won an order worth £60,000 from Brisbane City Council, Queensland for two 33kV packaged substations.

Chinese order

An order worth £8,000 for a large number of precision variable stroke metering pumps has been placed by the China National Machinery Import and Export Corporation with Metering Pumps Limited.

Swiss order

The joint Swiss-French committee of the Basle-Mulhouse international airport has ordered an AR-1 air surveillance radar and associated equipment worth over £100,000 from Plessey Radar, part of the Plessey Electronics Group.

Mining equipment for Poland

Materials Handling Equipment (G.B.) Ltd. – a 'Hunslet' Company – have received an order from Motoimport, the Polish Central Foreign Trade Enterprise, Warsaw, for two 'Hunslet' MT 25 flameproof diesel mines tractors, rubber-tyred trailers and ancillary equipment. This latest export order has been placed following a 6,000 mile European tour by a team of 'Hunslet' engineers, who demonstrated the machine in six countries prior to displaying their products at the International Exhibiton of Mining Equipment in Moscow. The team was led by Mr. Keith Alcock, export director, who is at present touring in the Far East.

Extrusion plant for Turkey

Davy and United Engineering Company Limited, Sheffield (a member of the Davy-Ashmore Group), has been appointed as main contractor by Makina ve Kimya Endüstrisi Kurumi (MKEK), Turkey, for the design, building and commissioning of a complete plant for the manufacture of steel tubing by extrusion for a variety of applications. The order, which was secured against extremely fierce international competition, particularly from Japan, is valued at around £1.5 million.

Wide export market for AEC engines

Some idea of the wide export area reached by AEC Ltd., the Leyland Motor Corporation truck, bus and diesel engine company of Southall, Middlesex, is indicated by sales of a total of 111 various types of diesel engines to Belgium, France, Thailand, Norway, Iran, Austria, Finland and Australia. The engines are among orders valued at £650,000 which have been received recently.

Dutch order

Teleflex Products Limited has received a further order, worth some £12,000, for 30 sets of cable tension regulators to be used on the Fokker F27 Friendship short-haul transport aircraft.

Portuguese order

The Rectifier Equipment Division of Westinghouse Brake and Signal Co. Ltd., has been awarded a contract by Wean Ltd., to supply the rectifier and control equipment for the electro-tinning, the cleaning, and the hot-dip tinning lines to be installed in a tinplate plant now under construction at Siexal, Portugal, for the Siderurgia Nacional, SARL.

World-wide orders

The Hardware Trades Fair, 1968, recently held at Olympia, London, was the most successful to date in the history of Bradley & Company Limited, of Bilston, Staffordshire, a member of the W. P. Butterfield Group. For the second year running the previous year's record sales were more than doubled, and some 600 home and overseas visitors were received on the company's stand. Export orders were obtained from Austria, Lebanon, Saudi Arabia, Eire and Australia, plus sample orders from Cyprus, Switzerland, Denmark and the Canary Islands.

Pyrites handling plant in Spain

Following an extensive economic, design and feasibility study recently carried out for Compania Espanola de Minas de Rio Tinto SA, an order valued at approximately £300,000 has now been placed with GEC (Process Engineering) Ltd., of Erith, to engineer and commission a new pyrites handling plant.

Exports reach 43 per cent

Exports of laboratory glassware and scientific instruments by Quickfit & Quartz Ltd., of Stone, Staffs, a member of the Jobling group of companies in the Thomas Tilling organization, last year increased by 12 per cent and accounted for 43 per cent of the firm's turnover.

Tanzanian order

The Airfield Lighting Division of Atlas Lighting (Thorn Group) has received another order from Tanzania to supply 'Thornray' VASI airfield lighting equipment for Mtwara Airport. Value of the equipment is £8,000.

Equipment for Czechoslovakia

Bankes & Lovelace Limited, Park Royal, London, N.W.10, have secured contracts to the value of approximately £125,000 for road construction equipment, including Barber-Greene Asphalt Plant and Finishers.

Exports to Russia

MTE Control Gear Limited, specialists in electro-magnetic and solid state control systems – have shipped the first consignment of a large contract for control panels ordered recently by Russia for fitting to their 6M83 high speed milling machines.

Biscuits for Africa

Elkes Biscuits Limited, Dove Valley Bakery, Uttoxeter, Staffordshire, have obtained an export order for over £100.000 worth of custard creams for the Sudan. This order was obtained against strong competition from Europe.

Six-figure orders

Home and overseas orders worth over £100,000 have recently been received by Opperman Gears Holdings Ltd. of Newbury for Limitorque actuators for pipelines and tank farms.

Australian contracts

Centri-Spray Limited of Croydon, Surrey, announced contracts worth £285,000 with General Motors Holden, Australia's leading automobile manufacturers.

Boilers for Hong Kong

Two oil-fired boilers have been supplied by Babcock and Wilcox (Operations) Ltd., one for a new abattoir in Hong Kong and the other for an abbatoir in Kowloon. In a caption to a picture on page 519 of the February 16 issue of the *Board of Trade Journal* the second sentence should read . . . one of the two oil-fired boilers (Babcock and Wilcox (Operations) Ltd.).

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 423 *Oxford St., London, W.1;* 13*A Castle St., Edinburgh 2;* 258 *Brazennose St., Manchester 2;* 35 *Smallbrook, Ringway, Birmingham 5;* 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol 1;* 7-11 *Linenhall St., Belfast 1; or through any bookseller.*

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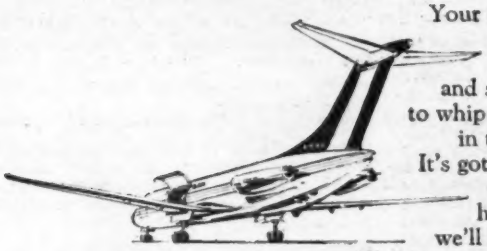

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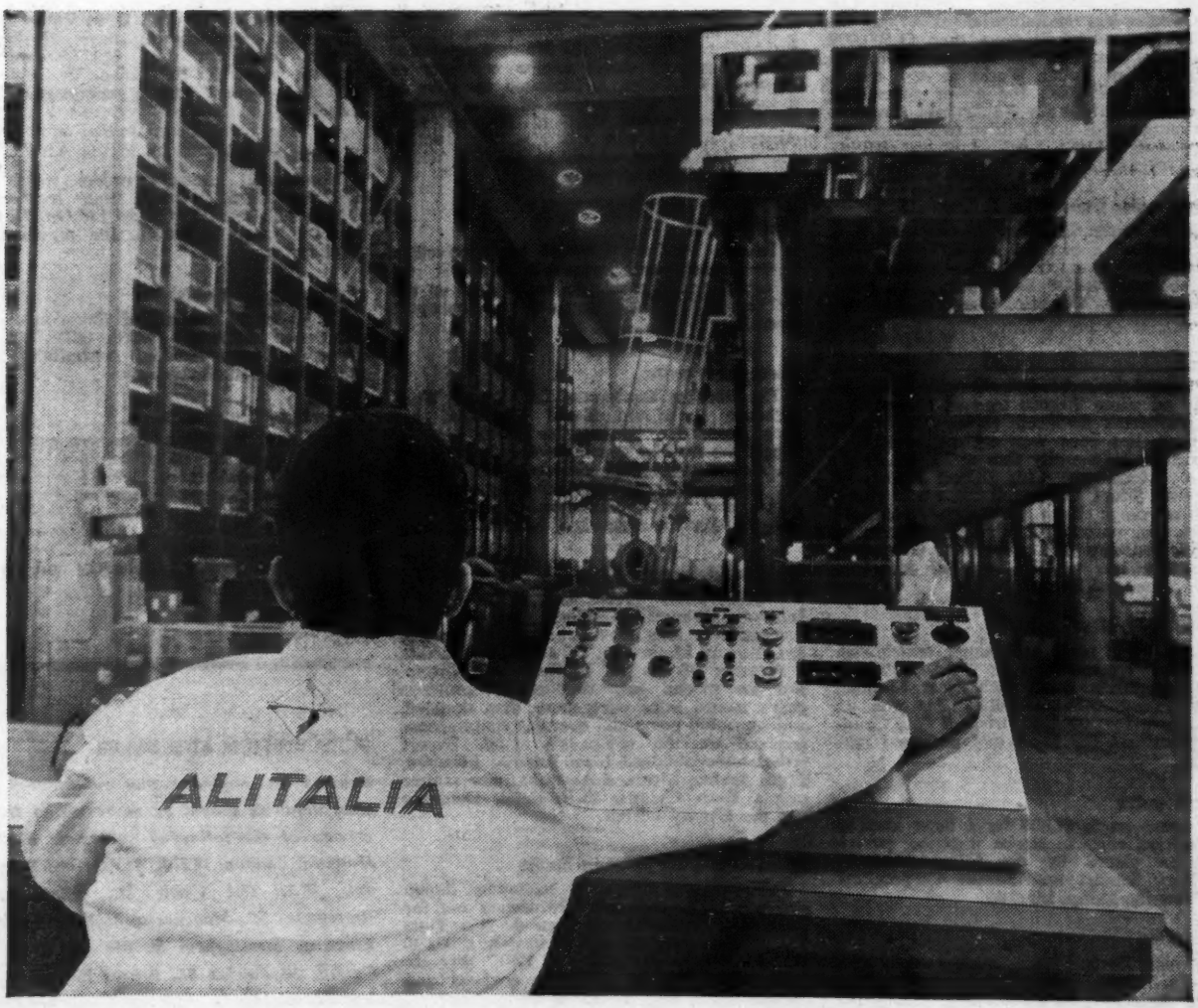

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are regisered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Trade in processed agricultural products

THE *Board of Trade Journal* dated February 9, 1968 (page 437) contained an announcement about trade in processed agricultural products.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L45 dated February 21, 1968.

Regulation (CEE) No. 197/68 extends until June 30, 1968, the application of Article 2 and Article 3 (b) of Regulation 127/67/CEE (see *Board of Trade Journal* dated July 7, 1967, page 60) which establishes the special provisions applicable to goods covered by basic Regulation 160/66/CEE and imported from the African and Malagasy States and the Overseas Countries and Territories of the EEC.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for rice

THE *Board of Trade Journal* dated February 16, 1968 (page 528) contained an announcement about the common organization of the market for rice.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L45 dated February 21, 1968.

Regulation (CEE) No. 198/68 modifies and extends Regulation 361/67/CEE (see *Board of Trade Journal* dated August 25, 1967, page 488) which concerns the system to be applied to processed products with a cereal or rice base originating in the African and Malagasy States and the overseas countries and territories of the European Economic Community.

The same *Journal Official* contained a corrective to **Regulation No. 1085/67/CEE** (see *Board of Trade Journal* dated January 19, 1968, page 206) which modifies the levies applicable to imports of processed products with a cereal or rice base.

The French text of the above Regulation and Corrective may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Trade in processed animal feedstuffs with a cereal base

THE *Board of Trade Journal* dated February 16, 1968 (page 528) contained an announcement about processed animal feedstuffs.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Official des Communautés des Européennes* No. L45 dated February 21, 1968.

Regulation (CEE) No. 198/68 modifies and extends Regulation 361/67/CEE which concerns the system to be applied to processed products with a cereal or rice base originating in the African and Malagasy States and the Overseas countries and territories of the European Economic Community.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for cereals

THE *Board of Trade Journal* dated February 16, 1968 (page 528) contained an announcement about the common organization of the market for cereals.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L45 dated February 21, 1968.

Regulation (CEE) No. 198/68 modifies and extends Regulation 361/67/CEE which concerns the system to be applied to processed products with a cereal or rice base originating in the African and Malagasy States and the Overseas countries and territories of the European Economic Community.

The same *Journal Officiel* contained a corrective to **Regulation No. 1085/67/CEE** (see *Board of Trade Journal* dated January 19, 1968, page 206) which modifies the levies applicable to imports of processed products with a cereal or rice base.

The *Journal Officiel* No. L47 dated February 23, 1968, contains the text of the following Regulation:

Regulation (CEE) No. 213/68 modifies Regulation 158/67/CEE (see *Board of Trade Journal* dated September 22, 1967) which fixes the co-efficients of equivalence between the various qualities of cereals.

The French text of the above Regulations and Corrective may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

(EEC, *continued on next page*)

EEC, *continued*

Common organization of the market for cattle meat

THE *Journal Officiel des Communautés des Européennes* No. C13 dated February 22, 1968, contains the draft text of a proposed Regulation which the Commission of the European Economic Community have submitted to the council for approval.

The proposed Regulation sets up the final Common Market organization for cattle meat, as from April 1, 1968. When approved this Regulation will affect the following products:

Common Tariff No.	Description of goods
01.02 A II	Live animals of the bovine species, domestic, other than pedigree breeding stock.
ex 02.01 A II	Meat of domestic bovine cattle, fresh, chilled or frozen.
ex 02.01 B II	Offals of domestic bovine cattle, fresh, chilled or frozen.
ex 02.06 C	Meat and edible offals of bovine cattle, salted or in brine, dried or smoked.
ex 15.02 B	Fats of bovine cattle rendered or unrendered, of the type 'premier jus'.
ex 16.01	Sausages and the like, of meat, offal or blood, containing meat or offal of bovine cattle, other than those containing pigmeat or offal.
ex 16.02 A II	Other preparations and preserves of meat or offal containing liver of bovine cattle, other than those containing pigs' liver.
ex 16.02 B II	Other preparations and preserves of meat or offal, unspecified, containing meat or offal of bovine cattle other than those containing pigmeat or offal.

The French text of the above proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the text of the Regulation when finally approved may differ from the draft text referred to above.

Harmonization of legislation on pharmaceuticals

THE COMMISSION of the European Economic Community has submitted to the council for approval the draft text of a proposed third directive concerning the harmonization of legislation of the member states relative to patent medicines.

The draft text has been published in the *Journal Officiel des Communautés Européennes* No. C14 dated February 24, 1968, and may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the text of the directive when finally approved may differ from the draft text referred to above.

Tariff quotas in the European Economic Community

THE *Board of Trade Journal* dated February 9, 1968 (page 348) contained an announcement about tariff quotas in the European Economic Community.

The text of the following Decision, which also introduces a tariff quota for imports of certain goods from third countries, has been published in the *Journal Officiel des Communautés Européennes* No. L46 dated February 22, 1968.

Decision 68/110/CEE grants to Italy a tariff quota of 1,200 tons at a rate of duty of 2.7 per cent for sugar cane molasses of which the dry extract contains less than 63 per cent of sucrose intended for the manufacture of coffee substitutes (Tariff heading No. 17.03 B II). This tariff quota is valid for the period April 1, 1968, to June 30, 1968.

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

'SHOP WINDOW FOR EXPORTS' - A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

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Further translations of EEC regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
452/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
454/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
482/67	Fixing the premiums to be added to the levies on cereals and malt	10d. (1s. 1d.)
483/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
504/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
505/67	Fixing the premiums to be added to the levies on cereals and malt	10d. (1s. 1d.)
506/67	Altering the corrective amount applicable to refunds on cereals	8d. (11d.)
507/67	Fixing the levies applicable to olive oil	8d. (11d.)
508/67	Amending Regulation No. 235/67 in respect of the fixing in advance of the sugar denaturation premium and of measures of control to be applied to sugar denaturation in another Member State	10d. (1s. 1d.)
509/67	Fixing the refunds applicable to cereals and husked rice exported to third countries in the form of certain products not covered by Annex II to the Treaty	10d. (1s. 1d.)
510/67	Altering the levies applicable to imports of processed products based on cereals	8d. (11d.)
511/67	Fixing the refund in respect of eggs in shell exported to third countries in the form of certain goods not covered by Annex II to the Treaty	8d. (11d.)
557/67	Fixing the premiums to be added to levies for cereals and malt	10d. (1s. 1d.)
576/67	Fixing the premiums to be added to the levies on cereals and malt	10d. (1s. 1d.)
577/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
578/67	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
582/67	Fixing the premiums to be added to the levies on cereals and malt	10d. (1s. 1d.)
670/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)

Common organization of the market for sugar and products containing sugar

THE *Board of Trade Journal* dated January 12, 1968 (page 130) contained an announcement about the common organization of the market for sugar from July 1, 1968.

The text of the following Regulations, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 188/68 concerns the additional amounts and reductions applicable to the minimum price for sugar beet (*Journal Officiel* No. 43 dated February 2, 1968).

Regulation (CEE) No. 206/68 establishes the draft provisions for inter-professional contracts and agreements concerning the purchase of sugar beet (*Journal Officiel* No. L47 dated February 23, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for oils and fats

THE *Board of Trade Journal* dated March 1, 1968 (page 710) contained an announcement about the common organization of the market for oils and fats.

The text of the following Regulation, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. L47 dated February 23, 1968.

Regulation (CEE) No. 214/68 modifies Regulation No. 173/66/CEE (see *Board of Trade Journal* dated October 6, 1967, page 862) in so far as it concerns the calculation of the c.i.f. and free-at-frontier prices for unrefined olive oil.

The *Journal Officiel* No. C14 dated February 24, 1968, contains the draft text of a proposed Regulation which has been submitted by the Commission of the European Economic Community to the Council for approval. This proposed Regulation concerns the financing by the European Agricultural Guidance and Guarantee Fund of aid for the production of grape seed oil.

It should be noted that the text of the Regulation when finally approved may differ from the draft text referred to above.

The French text of the above Regulation and proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the market for milk and milk products

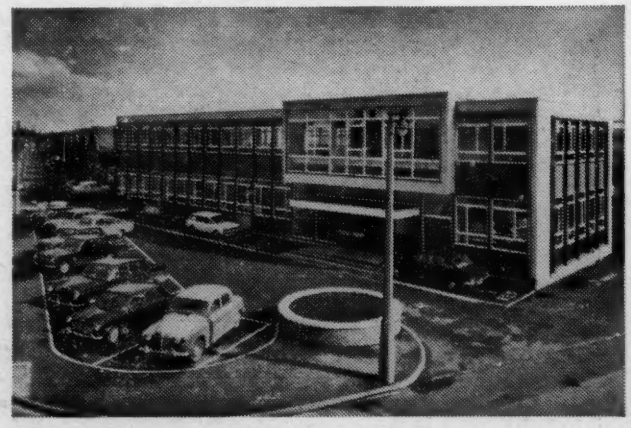
THE COMMISSION of the European Economic Community has submitted to the Council for approval the draft text of a proposed Regulation which sets up the final Common Market organization for milk and milk products with effect from April 1, 1968. When approved this Regulation will affect the following products:

Common Tariff No.	Description of Goods
04.01	Milk and cream, fresh, not concentrated or sweetened.
04.02	Milk and cream, preserved, concentrated or sweetened.
04.03	Butter.
04.04	Cheese and curd.
Ex 17.02 A	Lactose and lactose syrup: II. Other than that containing when dry 99 per cent or more by weight of the pure product.
Ex 23.07	Sweetened forage and other prepared animal feeding-stuffs; other preparations used in animal feed (additives, etc.).
Ex B	Other: Preparations and feedstuffs containing by weight 50 per cent or more of products covered by Common Customs Tariff Nos. 04.01, 04.02, 04.03, 04.04 and 17.02 A II. Other preparations and or feedstuffs containing by weight less than 50 per cent of the products covered by the same tariff numbers, with the exception of preparations and f edstuffs to which Regulation No. 120/67/CEE and Regulation No. 359/67/CEE are applicable.

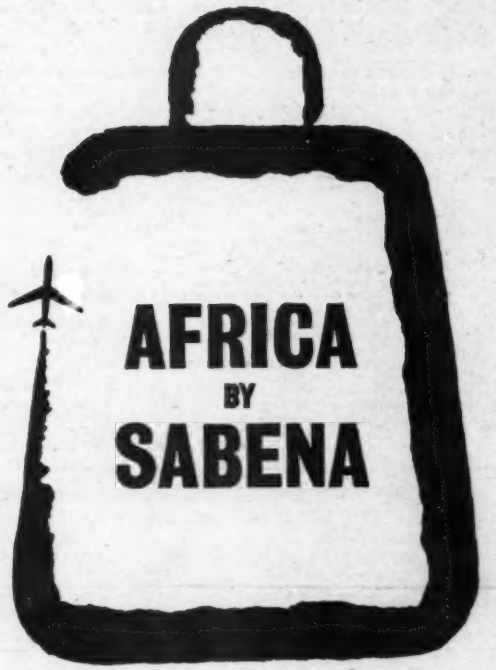
The text of the above proposed Regulation has been published in the *Journal Officiel des Communautés Européennes* No. C13 dated February 22, 1968.

The same *Journal Officiel* contains the draft text of a further proposed Regulation which has been submitted to the Council for approval. The proposed Regulation concerns the establishing of complementary rules for the common organization for the market for milk and milk products, in so far as it concerns the products coming under Common Customs Tariff No. 04.01.

The French text of the above proposed Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the text of the Regulations when finally approved may differ to the draft texts referred to above.



While large spectacular contracts and international deals make the headlines, a long-established pneumatic tool firm at Tynemouth, Thor Power Tool Co. Ltd., has been backing Britain in its own undemonstrative way with a steady growth in its export trade to the extent that overseas sales of its products now total 38 per cent of its output. Thor power tools made at Tynemouth are sold throughout the world but with particular emphasis in France, Germany, Switzerland, Norway, Sweden, Holland, Belgium, Spain, Portugal, most of Africa, and Australia. Above is the Tynemouth factory.



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FRANCE

Global quota for bananas

THE FRENCH *Journal Officiel* of February 25 announced the opening of a quota for the import of fresh bananas (Tariff heading 08.01 ex B) originating in and imported from countries other than member countries of the EEC or those in the Franc Zone and Spain.

Licence applications on form AC, together with three copies, must state clearly the country of origin or the country from which imports are to be effected, and should reach the Direction Générale des Douanes et Droits Indirects, Division des Autorisations Commerciales (Importations) 8 rue de la Tour-des Dames, Paris, 9e before March 20, 1968, when they will be examined simultaneously. Licences will be valid until June 30, 1968 (date of customs clearance) and this date will be indicated on the licence.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/248).

Global quotas for solid mineral fuel

THE FRENCH *Journal Officiel* of February 24 announced the opening for 1968 of quotas for the import of the following products remaining subject to quantitative restrictions originating in and imported from all countries outside the Franc Zone.

The products which are allotted quota numbers 200 to 206 are solid mineral fuels (Tariff numbers ex 27.01, ex 27.02 and ex 27.04).

Imports will be effected by l'Association Technique de l'Importation Charbonnière (ATIC), 149 rue de Longchamp, Paris, 16e, who are authorized to submit import licence applications to the Service des Autorisations Commerciales de la Direction des Relations Economiques Exterieures, 8 rue de la Tour-des-Dames, Paris, 9e from the date of publication.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Minimum price regulations for fish

THE FRENCH *Journal Officiel* of February 27 announced that imports of the fish listed below originating in and imported from all countries other than those of the EEC, may not be effected during the period listed except under the minimum price procedure laid down in a general notice to importers dated July 29, 1962.

Tariff No.	Product	Minimum price per quintal	Period of application
Average price recorded at the fish market auctions at Concarneau and Boulogne sur Mer:			
03.01 B I ex a	Mackerel, fresh (live or dead), chilled or frozen, whole, headless, or sliced	77	until Feb. 15, 1969
Price recorded at the fish market at Boulogne sur Mer:			
03.01 B I ex c	Cod, fresh (live or dead), chilled or frozen, whole, headless or sliced	125	until Feb. 15, 1969
03.01 B ex II	Fillets of cod, fresh or chilled		until Feb. 15, 1969
03.01 B I ex c	Black pollock, fresh (live or dead), chilled or frozen, whole, headless or sliced	104	until Feb. 15, 1969
03.01 B I ex c	Whiting, fresh (live or dead), chilled or frozen, whole, headless or sliced (sizes 1 to 4)	114	until Feb. 15, 1969
03.01 B ex II	Fillets of whiting, fresh or chilled		until Feb. 15, 1969
Average price recorded at the fish market auctions at Dieppe and Boulogne sur Mer:			
03.01 B I ex c	Plaice (flounder), fresh (live or dead), chilled or frozen, whole, headless or sliced	(1)	until Feb. 15, 1969

(1) The product and the reference price will be fixed at a later date. In the meantime the previous import regulations are maintained.

Import certificates on form D1 will be valid for a period of four days including the day on which the visa is affixed.

Visas will be granted only to holders of licences for imports of salt-water fish, fresh, chilled or frozen, within quotas laid down in trade agreements or the import programmes.

The full French text of this notice may be seen at and inquiries addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Imports of frozen beef

THE FRENCH *Journal Officiel* of February 29 announced that importers of frozen beef may apply for import certificates for the year 1968.

Importers are invited to send their applications to the Ministère de l'Agriculture (Direction Générale des Etudes et des Affaires Générales, Direction des Relations Internationales, Service des Relations Bilaterales et des Opérations Commerciales avec l'Etranger, Bureau des Autorisations Commerciales), 78 rue de Varenne, Paris, 7e, before March 22, 1968.

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

BENELUX

Import quotas: correction

THE HEADING and second line of the notice in the *Board of Trade Journal* of December 29, 1967, page 1669, should read 'Benelux' not 'Belgo-Luxembourg Economic Union',

PORTUGAL

Drawback of import duty on tanned mink skins

THE PORTUGUESE *Diario do Governo*, First Series, No. 19 of January 23, 1968, published Order No. 23161 authorizing the importation under the drawback system of tanned mink skins intended for the manufacture of garments destined for export.

Each consignment to be exported under drawback must be accompanied by a certificate issued by the Junta National dos Produtos Pecuarios, giving the weight of skins imported under drawback to which the weight of articles which it is intended to export corresponds, and any other necessary details.

Duties in respect of the weight of skins indicated on the certificate issued by the JNPP shall be refunded if they conform to all the indications.

Manufacturers benefiting from the drawback arrangements must keep a record in their own registers, authenticated by the customs, of the weight of skins imported and must facilitate examination by customs inspectors of all information necessary to confirm the use made of the skins and to check stocks.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Drawback of import duty on frozen cuttlefish

THE PORTUGUESE *Diario do Governo*, First Series, No. 19, of January 23, 1968, published Order No. 23162 authorizing the importation under the drawback system of frozen cuttlefish intended for the manufacture of preserves.

The actual amount of duty refundable and other conditions shall in each case be regulated by a Ministerial decision.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

SPAIN

Suspension of import duty (fishmeal)

IN THE *State Gazette* of February 28, the Spanish authorities announced that the import duty suspension on fishmeal (Tariff heading 23.01 B) would be extended until May 28, 1968.

Opening of global quotas

THE SPANISH list of Global Quotas for 1968 was published in the *Board of Trade Journal* of February 16, page 531. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas. Applications should be presented before March 31, except in the case of Quotas 8, 9, 12 and 58, which are open permanently.

Quota No.	Goods	Value of licences for which applications are invited
		Pesetas
8	Coking coal	175,000,000
9	Anthracite	21,500,000
10	Inorganic chemical products	25,000,000
11	Organic chemical products	20,000,000
12	Pharmaceutical specialities	100,000,000
13	Varnishes, inks, pigments and similar preparations	17,500,000
19	Styrene and derivatives, polymerization products	7,500,000
33	Articles of porcelain	7,000,000
34	Articles of glass	7,000,000
35	Imitation jewellery	4,250,000
36	Containers of iron or steel	10,000,000
37	Stoves, heating apparatus, cookers (including those also connected to central heating), cooking rings, boilers, plate heaters and other similar non-electrical kitchen apparatus; parts of cast iron, iron or steel	5,500,000
38	Other manufactures of cast iron or steel	11,000,000
39	Copper manufactures	5,000,000
40	Aluminium manufactures	5,500,000
41	Hand tools for industry	27,500,000
42	Saws and blades	15,000,000
43	Cutlery and table sets of iron or steel	10,000,000
44	Marine engines (not liberalized) and parts for the manufacture of the same	22,500,000
45	Engines for use on land (not liberalized) and parts for the manufacture of the same	87,850,000
46	Motor pumps and motor compressors (not liberalized)	20,000,000
47	Refrigerators up to 250 litres	68,750,000
49	Television and radio receivers	15,000,000
50	Radio transmitters and transmitter-receivers	33,250,000
52	Tractors	193,600,000 (1,610 units)
53	Phonographs, dictaphones and other apparatus for sound recording and reproduction	10,000,000
58	Toys, games and articles for recreation.	30,500 000

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SWITZERLAND

Special rates of duty for certain commodities: corrigendum

THE *Board of Trade Journal* of February 23, 1968, published a notice about special rates of duty for certain commodities in Switzerland.

The first and second lines under the heading 'Use' should read: 'For walking tractors of heading 8701.10' and not, 'For walking tractors of heading 8710.10'.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

ISRAEL

Liberalization of imports

THE FOLLOWING ITEMS have been added to the list of goods for which Israeli import licences are issued without restriction. These goods were liberalized with effect as from January 21, 1968:

Tariff No.	Description	Customs duty	Purchase tax
39.02.5010	Sheets, plates, rods, etc., made of acrylic materials: Plates, sheets, foil strips or film if in the form of sleeves or not made of acrylic materials	I£5·20 per kilo	25%
39.07.5592	Pipes and rods made of acrylic materials	I£5·20 per kilo	25%
39.07.9920	Discs of acrylic materials	I£5·20 per kilo	25%
83.05.9900	Fittings for loose-leaf binders for files or for stationery books of base metal: letter clips, paperclips, staples, indexing tags and similar stationery of base metals	45%	Exempt

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420),

A contract for the supply of 75,000 Babcock parent breeders to Belgium has been won by Babcock Farms Ltd., Chelmsford. The agreement is with the firm of De Ruyck, Ertvelde, Belgium, one of the country's leading hatcheries. With 51 rearing farms throughout Belgium, they supply mainly point of lay pullets. Commenting on the contract on his return to the United Kingdom, Mr. Michael Tye, general manager, Babcock Farms, said he was confident that Babcock would double their exports in the current year. The picture taken at the signing of the contract in Belgium shows (left to right) Mr. Alfonse De Ruyck, Mr. Valeer De Ruyck, Mr. Michael Tye and Mr. Charles De Ruyck. In the background is Mr. D. De Bruyckere, company secretary.

MALTA

Import duties: corrigendum

IN THE NOTICE ON Maltese import duties in the *Board of Trade Journal* of March 1 (page 714), item No. 38.11 should have read:

Item No.	Item	General Tariff	Preferential Tariff
38.11	Disinfectants, insecticides, fungicides, weed-killers, anti-sprouting products, rat poisons and similar products, put up in forms or packings for sale by retail or as preparations or as articles (for example, sulphur-treated bands, wicks and candles, fly-papers):		
	A. Put up for retail sale	27	13
	B. Other	0	0
	Note: Imported for agricultural purposes	0	0

SIERRA LEONE

Customs tariff amendments

THE CUSTOMS Tariff (Amendment) Order, 1968, and the Customs Tariff (Amendment) (No. 2) Order, 1968, published in the Sierra Leone *Official Gazette* of February 8, amend the First Schedule to the Customs Tariff with effect from that date as follows:

Part A. Import duties

Replace the item described under Tariff No. 87.01 by the following new item:

Tariff No.	Tariff Description	Rate of duty	Statistical No.	Statistical Description	Unit of Quantity
87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles), other than those of heading No. 87.09:				
	A. Motor cars (including estate cars):				
	(i) Not exceeding 2,000 c.c.	40%	732-110	(a) ne 1,200 c.c.	No.
		40%	732-120	(b) ex 1,200 c.c.	No.
	(ii) Exceeding 2,000 c.c. but not 4,000 c.c.	60%	732-130		
	(iii) exceeding 4,000 c.c.	70%	732-140		No.
	B. Dual purpose motor vehicles including Land Rovers, Jeeps, and pick-ups	31½%	732-150		No.
	C. Other:				
	(1) Lorries, vans and ambulances	30%	732-300		No.
	(2) Mini buses	45%	732-210		No.
	(3) Other buses and coaches	25%	732-290		No.

Replace sub-heading A and B of the heading 64.01/04 by the following:

Tariff No.	Tariff Description	Rate of duty	Statistical No.	Statistical Description	Unit of Quantity
64.01/04	A. Sandals and slippers of moulded or riveted artificial plastic material	the pair Le 0·50 or 35%	851-100		Pair
	B. Other slippers of rubber:				
	(i) Specially designed for adults	the pair Le 0·15 or 36%	851-200	Wholly of rubber	Pair
				or of canvas and rubber	Pair
	(ii) Specially designed for children	the pair Le 0·10 or 36%			
	C. Other	36⅔%	851-300	Other	Pair

Any inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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IFNI AND SPANISH SAHARA

Customs tariff

IN THE *State Gazette* of January 29, the Spanish authorities announced the following revisions to the Customs Tariff to be applied to the Provinces of Ifni and Sahara. The revised tariff came into effect on February 1, 1968, and will remain in force until December 31, 1969.

Tariff heading	Description	Import duty	Home compensation tax levy
various	Goods classified for tariff purposes in sections of the schedule for which the duties do not exceed 10%	As for Peninsular Spain unless elsewhere specified	As for Peninsular Spain unless elsewhere specified
various	Goods classified for tariff purposes in sections of the schedule for which the duties are greater than 10% but not greater than 40%	10% unless elsewhere specified	As for Peninsular Spain unless elsewhere specified
various	Goods classified for tariff purposes in sections of the schedule for which the duties are greater than 40%	15% unless elsewhere specified	As for Peninsular Spain unless elsewhere specified
03.01	Frozen fish	As for Peninsular Spain	2%
04.02	Powdered and condensed milk	5% of the present rate for Peninsular Spain	2%
04.03	Butter	5% of the present rate for Peninsular Spain	2%
04.04	Cheeses and junkets	5% of the present rate for Peninsular Spain	2%
04.05	Eggs	As for Peninsular Spain	2%
07.01 A	Potatoes	As for Peninsular Spain	2%
09.02	Tea	nil	2%
09.04	Pepper	5% of the present rate for Peninsular Spain	2%
09.07	Cloves	5% of the present rate for Peninsular Spain	2%
11.01 A	Wheat flour	As for Peninsular Spain	2%
15.13	Margarine	As for Peninsular Spain	2%
16.02	Tinned meat	As for Peninsular Spain	2%
16.03	Meat extracts and juices	As for Peninsular Spain	2%
16.04	Tinned fish	As for Peninsular Spain	2%
16.05	Tinned sea-food and shell fish	As for Peninsular Spain	2%
17.01 B	Sugar	nil	2%
19.03	Pasta	As for Peninsular Spain	2%
20.01 and 02	Tinned vegetables	As for Peninsular Spain	2%
20.04	Fruit in syrup, glace or frosted	As for Peninsular Spain	2%
20.05	Fruit purees and pastes	As for Peninsular Spain	2%
20.06	Fruit preserves	As for Peninsular Spain	2%
20.07	Fruit juices	As for Peninsular Spain	2%
21.05	Soups and broths	As for Peninsular Spain	2%
Chapter 22	Beverages, spirits and vinegars	As for Peninsular Spain	50% of the present rate for Peninsular Spain*
23.06	Perfumery and toiletries	As for Peninsular Spain	2%
24.01 and 02	Tobacco	nil	60% of *c.i.f.* value
25.23	Cement	As for Peninsular Spain	2%
27.09, 10, 11, 12, 13, 14, 15 and 16	Petroleum and petroleum products	nil	10% of the sale price to the public, except for gas oil, which will pay 20% and petrol, which will pay 25%
34.01	Soaps	As for Peninsular Spain	2%
40.11	Rubber rims and tyres	As for Peninsular Spain	2%
55.09	Cotton fabrics traditionally used by the native population	5% of the present rate for Peninsular Spain	2%
	Other cotton fabrics	As for Peninsular Spain	2%
56.07 B	Non-continuous artificial fibre fabrics traditionally used by the native population	50% of the present rate for Peninsular Spain	2%
	Other non-continuous artificial fibre fabrics	As for Peninsular Spain	2%
59.04	Cordage	As for Peninsular Spain	2%
61.01 and 02	Outer clothing traditionally used by the native population	5% of the present rate for Peninsular Spain	2%
	Other outer clothing	As for Peninsular Spain	2%
62.01	Blankets	As for Peninsular Spain	2%
64.01 and 02	Footwear traditionally used by the native population	5% of the present rate for Peninsular Spain	2%
	Other footwear	As for Peninsular Spain	2%
70.04	Glass for building	As for Peninsular Spain	2%
73.11	Ironwork for building	As for Peninsular Spain	2%
73.18	Tubes	As for Peninsular Spain	2%
84.15 A	Domestic refrigerators	As for Peninsular Spain	2%
84.40 A 2	Domestic washing-machines	As for Peninsular Spain	2%
84.41	Sewing machines	As for Peninsular Spain	2%
85.06	Domestic electromechanical appliances	As for Peninsular Spain	2%
85.12	Domestic electrical appliances	As for Peninsular Spain	2%
85.15 A	Domestic radio and television receivers	50% of the present rate for Peninsular Spain	2%
Chapter 86	Railway equipment	As for Peninsular Spain	50% of the present rate for Peninsular Spain*
Chapter 87	Vehicles other than railway rolling stock	50% of the present rate for Peninsular Spain	2%
Chapter 88	Aircraft	As for Peninsular Spain	50% of the present rate for Peninsular Spain*
Chapter 89	Ships and boats	As for Peninsular Spain	50% of the present rate for Peninsular Spain*

*This reduction is without prejudice to payment of the Special Tax established for extrafiscal reasons by Article 58 of Decree 3803/65 of December 31, 1965, for which such goods might be liable.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R184, published in the Republic of South Africa *Government Gazette* of February 16, amends the Republic's customs tariff as follows:

Tariff heading	Statistical unit	Rate of duty		
		General	M.F.N.	Preferential
84.18 By the insertion after sub-heading No. 84.18.70.10 of the following:				
.20 Air filters of the heavy duty type, without elements, of a kind fitted with precleaner and dust discharge valve	No.	Free		

Seen outside the Wednesfield factory, Staffs., of the Yale Tractor Shovel division are 10 Yale model 204A tractor shovels waiting shipment to Burma. Placed by the Burmese Government, the order for these machines is valued at some £80,000 and brings the current level of exports from the Wednesfield plant to over 70 per cent of output. For use in the redevelopment of the Burmese timber industry, the 2½ cu. yd. rigid-frame model 204A's are equipped with hydraulically-operated log forks and cable winches driven from the power take-off.

ZAMBIA

Customs tariff changes

THE CUSTOMS and Excise (Amendment) (No. 2) Act, 1968, published in the *Zambia Gazette* of January 25, amends, with effect from that date, the First Schedule to the Zambia Customs Tariff (referred to in the *Board of Trade Journal* of February 2, page 350). The items affected and the new rate of duty are as follows:

Item	Goods		Duty
48	By the deletion of sub-item (1) and by the substitution therefor of the following sub-item: (1) Ale, beer and stout, all kinds, n.e.e., of strength exceeding 3% of proof spirit	per imp. gal.	K1·00
48	By the deletion of sub-item (3) and by the substitution therefor of the following sub-item: (3) Opaque beer	per imp. gal.	K0·09
53	By the repeal of the item and by the substitution therefor of the following item: 53. Cigars and cigarillos	per lb. and in addition *ad val.*	K2·67 30%
54	By the repeal of the item and by the substitution therefor of the following item: 54. Cigarettes	per lb. and in addition *ad val.*	K4·00 30%
57	By the repeal of the item and by the substitution therefor of the following item: 57. Tobacco, manufactured: (a) Cigarette	per lb.	K1·33
	(b) Other, n.e.e.	per lb.	K0·67
58	By the repeal of the item and by the substitution therefor of the following item: 58. Tobacco, unmanufactured	per lb.	K0·67
129	By the deletion of sub-paragraph (i) of paragraph (a) and by the substitution therefor of the following sub-paragraph: (i) Motor cars, including coupe-imps, station-wagons, safari vans, general purpose vehicles and motor caravans	*ad val.*	A rate per centum calculated by adding 20 to the product of the figure representing the value for duty purposes expressed in Kwacha multiplied by ·010
		and, in addition, for each 100 cubic centimetres engine capacity or part thereof in excess of 1500 cubic centimetres	K20·00

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

DAHOMEY

Customs tariff modifications

THE DAHOMEY *Loi de Finances* for 1968 lays down several modifications to the Dahomey customs tariff. These include the following:

(1) In all cases where the fiscal import duty was formerly levied at a rate of 1.2 per cent. a rate of 2 per cent will now be applied.

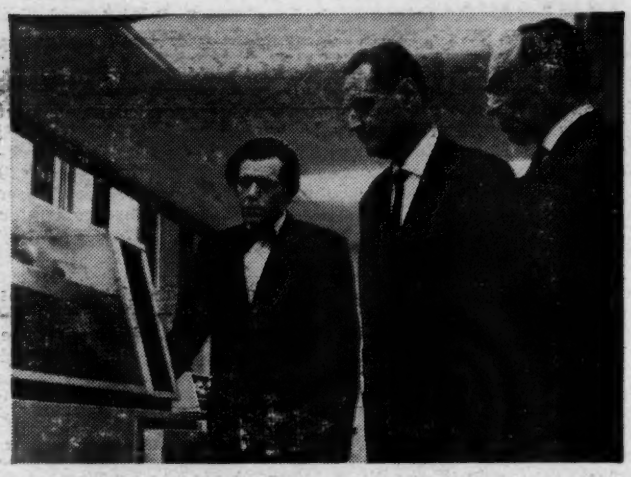
(2) Except where necessary for the protection of local industry, the rates of the fiscal import duty are reduced by 15 points, except where such a reduction would result in a rate of less than 5 per cent.

(3) All decimals occurring in the rates of the customs tariff have been deleted. For example, where the rate of the fiscal import duty was 58.71 per cent. a rate of 43 per cent will now be applied: where the rate was 22.41 per cent, a rate of 7 per cent will now be applied.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.



The Soviet Deputy Minister of Instrumentation, Mr. T. B. Arutiunov, came to London recently at the head of a small delegation for talks with computer manufacturers. The Ministry of Instrumentation of the USSR, which is the State organization for the production of instruments of all types, including clocks and watches, has been in contact with English Electric Computers since May 1966 when, at the British Trade Fair in Moscow, it bought a Lector document reader that was being exhibited. The picture shows (left to right): Mr. J. F. Wayman, systems manager, Constructors John Brown Ltd., Mr. Arutiunov, and Mr. Dan Broido, English Electric Computers' marketing manager, USSR. in the computer room at CJB's London headquarters where a System 4-50 is installed. English Electric Computers has sold one System 4-50 to the USSR worth £½ million and there is a lot of interest being shown in the machine.

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TANZANIA

Customs Tariff amendment

GOVERNMENT NOTICE No. 56, published in the United Republic of Tanzania *Gazette* of February 16, announces the Customs Tariff (Suspended Duty) (Revocation) Order, 1968, the effective date being January 1, 1968. Under this Order the suspended duty of 30 per cent *ad valorem* on pipes, piping and tubes of asbestos or asbestos cement (BTN item 68.12A and 68.13A) imposed by the Second Schedule to the Customs Tariff Act, 1968, is hereby revoked.

Note:

The effect of this amendment is to suspend the duty on items 68.12A and 68.13A.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

AUSTRALIA

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the by-laws shown below:

New by-laws

The following goods will be admitted under by-law until further notice.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Medicaments– Azathioprine	30.03	Free
Gloves, leaded rubber, for protection from radiation	40.13	Free
Fabrics, printed, for use in the manufacture of neckties, under security	50.09	Free
Fabrics, printed, for use in the manufacture of neckties, under security	50.10	Free
Bed ticking wholly of flax and cotton, woven wholly or partly from coloured yarns, for use in the manufacture of mattresses or mattress casings, under security	54.05	Free
Fabrics, wholly of cotton, weighing not less than 10 ounces per square yard, for use in the manufacture of blankets, under security	55.09	Free
Fabrics, wholly of viscose, weighing not less than 10 ounces per square yard, for use in the manufacture of blankets, under security	56.07	Free
Articles of wadding of a kind used solely or principally for filtering milk or cream	59.17	Free
Gland, piston or plunger packings, consisting essentially of woven fabric and rubber vulcanized together, but not containing asbestos	59.17	Free
Fabrics other than:		
Metallized;		
Wholly of wool; or		
Fabrics to which sub-item 60.01.2 applies, as follows:		
Not containing wool, or containing less than 20% by weight of wool, for use in the manufacture of boots, shoes and slippers, under security		
Of cotton or of man-made fibres, simplex knitted, for use in the manufacture of gloves, under security		
For use as or in the manufacture of meat wraps, under security	60.01	Free
Fabrics, other than warp knitted fabrics, resembling lace for use in a clothing factory for the manufacture of lingerie or of infants' apparel, under security	60.01	Free
Fabrics resembling fur, with a pile exceeding ¼ in. in length	60.01	Free
Pile fabrics, for use in the manufacture of artificial flowers, under security	60.01	Free
Divers' belts	62.05	Free
Parts, as follows:		
For electron guns, being parts to which paragraph 85.21.12 applies		
Of a kind used solely or principally in the manufacture or repair of mounted piezo-electric crystals but not including quartz or other crystal elements whether or not processed to their resonant frequency and any goods incorporating such elements	85.21	Free
Orthodontic equipment, as follows:		
Buttons, lingual		
Clamps, preformed		
Tubes and hooks, molar	90.19	Free
Lathes, disc recording, used to cut the original spiral soundtrack on record blanks for the subsequent production of records	92.11	Free
Mechanisms, turntable, for use as components by manufacturers of record players or radiograms and not offered for re-sale as turntable mechanisms, under security	92.11	Free

New period by-law

The following goods will be admitted under by-law provided they are entered as set out below.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Paper, in sheets, the length of any side not to exceed 80 inches, having a f.o.b. price not less than $409 per ton, being paper that is shipped to Australia on or before June 30, 1968	48.01.11	Free

Amended by-laws

The following by-laws have been amended to apply to the goods as shown.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Cellulose, regenerated, in forms to which paragraph 39.03.33 applies, as follows:		
Cellulose, transparent, coloured, coated on one side with polyvinyl chloride acetate artificial resin, in widths not exceeding one inch		
Cellulose, transparent, to which sub-paragraph 39.03.334 applies, less than 6 inches in width, in reels, for use with automatic wrapping machines, under security		
Note: Regenerated cellulose in widths not exceeding 5 mm. falls to 51.02.92 and is not covered by the foregoing reference	39.03	Free
Yarns, as follows:		
Folded, in grey for mercerizing, under security		
For use in the manufacture of twines for fishing netting or rabbit netting, under security		
For use in the manufacture of yarns of a kind ordinarily used by hand, under security		
Note: (a) The term manufacture includes bleaching and/or dyeing followed by waxing and reeling; it does not include merely 'putting up' i.e. reeling from hanks and cheeses to smaller reels		
(b) The knitting of cotton yarns is a process ordinarily performed by machines and hence such yarns may not be entered in terms of the foregoing reference	55.05	Free
Hose, woven canvas, unlined, 1-5 inches in diameter and over, for use in connection with fire fighting, under security	59.15	Free
Sleeves, felt (so-called), of any diameter, in widths not less than 66 inches, of a kind used on sammying machines (leather-working)	59.17	Free
Umbrella and sunshade parts, the following:		
Handles (with or without mounts) that have a value for duty not less than $0·70 and not more than $3·10 each (excluding the value of any matching end)		
Handles (with or without mounts)		
(a) that have a value for duty less than $0·70 each (excluding the value of any matching end); and		
(b) the essential character of which is given by materials other than artificial plastic material or by components consisting of materials other than artificial plastic material	66.03	Free

Tariff Board inquiry

THE AUSTRALIAN MINISTER for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether **codeine and its salts,** tariff item 29.42.900, have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to the Australian industry.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than March 19.** Before this date, therefore, the United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 519/68.

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Tariff changes

DETAILS ARE GIVEN below of the changes made in the Australian Customs Tariff by Customs Tariff proposals which came into effect on January 6, 1968. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively. These changes, which take account of the recommendations made by the Tariff Board in the concluding interim report under the General Textile Reference, are now complete. Tariff changes affecting Chapter 50 onwards were published in the *Board of Trade Journal*, dated February 16, 23 and March 1, 1968.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.2* (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given in February* 9 *issue of the* Board of Trade Journal.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
59.17.1	*Textile articles:*				
59.17.110	*Of felt, of a kind commonly used in paper-making machines*	No change (Under former item 59.17.200)		7½%	Free
59.17.190	*Other*	Various (Under former items 59.17.131; 139; 200; 300; 910; 921; 929; 930; 941; 949; 991; 999)		25%	15%
59.17.9	*Other:*				
59.17.910	*Bolting cloth, wholly of silk*	No change (Under former item 59.17.111)		Free	Free
59.17.920	*Felt fabric of a kind commonly used in papermaking machines*	No change (Under former item 59.17.191)		7½%	Free
59.17.990	*Other*	Various (Under former items 59.17.119; 120; 140; 191; 192; 199)		The rate of duty set out in these columns that, but for this item, would apply to the goods	
60.01	Knitted or crocheted fabric, not elastic or rubberized:				
60.01.100	[As prescribed by by-law	7½%	Free	55%; or if higher, $0·10 per sq. ft. less 55% (Under new item 60.01.100)	17½%; or if higher, $0·10 per sq. ft. less 92½% (Under new item 60.01.100)
				45% (Under new item 60.01.210)	30% (Under new item 60.01.210)
				20% (Under new item 60.01.290)	10% (Under new item 60.01.290)
				30% (Under new item 60.01.910)	30% less $0·017 per sq. yd. (Under new item 60.01.910)
				30% (Under new item 60.01.990)	20% (Under new item 60.01.990)
60.01.2	Pile fabrics; net fabrics and fabrics resembling lace, for apparel:				
60.01.21	Pile fabrics:				
60.01.211	Resembling terry towelling or similar terry fabric	55%; or, if higher, $0·10 per sq. ft., less 55%	17½%; or, if higher, $0·10 per sq. ft., less 92½%	No change (Under new item 60.01.100)	
60.01.219	Other	15%	5%	30% (Under new item 60.01.990)	20% (Under new item 60.01.990)
60.01.220	Net fabrics and fabrics resembling lace, for apparel	17½%	5%	30% (Under new item 60.01.990)	20% (Under new item 60.01.990)
60.01.3	Other net fabrics and fabrics resembling lace, not containing wool or containing less than 20% by weight of wool:				
60.01.310	Wholly or partly of man-made fibres	$0·033 per sq. yd.	$0·012 per sq. yd.	30%	30% less $0·017 per sq. yd. (Under new item 60.01.910)
60.01.320	Wholly, or containing not less than 50% by weight of silk, not being goods falling within paragraph 60.01.31	$0·067 per sq. yd.	$0·029 per sq. yd.	30% (Under new item 60.01.910)	30% less $0·017 per sq. yd. (Under new item 60.01.910)
				30% (Under new item 60.01.990)	20% (Under new item 60.01.990)
60.01.33	Wholly, or containing not less than 50% by weight, of cotton, not being goods falling within paragraph 60.01.31:				
60.01.331	Printed, dyed or coloured	$0·017 per sq. yd.	$0·004 per sq. yd., or, if lower, 5%	30% (Under new item 60.01.910)	30% less $0·017 per sq. yd. (Under new item 60.01.910)
60.01.332	Bleached, not printed, dyed or coloured	$0·008 per sq. yd.	$0·004 per sq. yd. or, if lower, 5%	30% (Under new item 60.01.990)	20% (Under new item 60.01.990)
60.01.339	Other	$0·007 per sq. yd.	$0·004 per sq. yd., or, if lower, 5%		
60.01.390	Other	22½%	5%		
60.01.9	Other:				
60.01.910	Wholly of wool	$0·05 per sq. yd., and 40%	$0·05 per sq. yd., and 17½%	30% (Under new item 60.01.990)	20% (Under new item 60.01.990)
60.01.920	Metallized	12½%	5%	30% (Under new item 60.01.990)	20% (Under new item 60.01.990)
60.01.930	Elastomeric fabrics not falling within paragraph 60.01.91 or 60.01.92	7½%	Free	45% (Under new item 60.01.210)	30% (Under new item 60.01.210)
60.01.990	Other]	$0·30 per lb., or, if higher, 30%	$0·125 per lb., or, if higher, 17½%	20% (Under new item 60.01.290)	10% (Under new item 60.01.290)
				30% (Under new item 60.01.910)	30% less $0·017 per sq. yd. (Under new item 60.01.910)
				30% (Under new item 60.01.990)	20% (Under new item 60.01.990)
60.01.100	*Pile fabrics resembling terry towelling or similar terry fabric*	No change (Under former item 60.01.211)		55%; or, if higher, $0·10 per sq. ft., less 55%	17½%; or, if higher, $0·10 per sq. ft., less 92½%
60.01.2	*Elastomeric fabrics:*				
60.01.210	*Having a width or flattened width, in the case of tubular fabrics, not exceeding 6 inches*	7½% (Under former item 60.01.930)	Free	45%	30%
60.01.290	*Other*	7½% (Under former item 60.01.930)	Free	20%	10%
60.01.9	*Other:*				
60.01.910	*Net fabrics and fabrics resembling lace, wholly or partly of man-made fibres, not containing wool or containing less than 20% by weight of wool, not being fabrics suitable for apparel*	Various (Under former items 60.01.100; 310; 320; 331; 332; 339; 390; 990)		30%	30% less $0·017 per sq. yd.
60.01.990	*Other*	Various (Under former items 60.01.100; 219; 220; 320; 331; 332; 339; 390; 910; 920; 990)		30%	20%

(*Continued on page* 805)

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AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
60.05	Outer garments and other articles, knitted or crocheted, not elastic or rubberized:				
60.05.300	[Curtains in the piece	The rate of duty set out in these columns that would apply to the goods if they were made wholly of the material that gives the goods their essential character and were not made up		30% (Under new item 60.05.900)	20%
60.05.9	Other:				
60.05.91	Blankets and rugs:				
60.05.911	Blankets wholly of cotton	22½%	5%	7½% (Under new item 60.05.510)	Free
60.05.919	Other	40%	17½%	7½% (Under new item 60.05.510)	Free
				35% (Under new item 60.05.590)	20%
60.05.920	Face washers	$0·05 per sq. ft.	$0·05 per sq. ft., less 27½%	No change (Under new item 60.05.300)	
60.05.93	Towels, not being face washers:				
60.05.931	Made from fabrics resembling terry towelling or similar terry fabric	55%; or, if higher, $0·10 per sq. ft., less 55%	17½%; or, if higher, $0·10 per sq. ft., less 92½%	No change (Under new item 60.05.410)	
60.05.939	Other	55%	17½%	No change (Under new item 60.05.490)	
60.05.99	Other:				
60.05.991	Wholly or partly of wool	42½% Primage 10%	25% Primage 5%	30% (Under new item 60.05.900)	20%
60.05.999	Other]	35%	17½%	30% (Under new item 60.05.900)	20%
60.05.300	*Face washers*	No change (Under former item 60.05.920)		$0·05 per sq. ft.	$0·05 per sq. ft., less 27½%
60.05.4	*Towels, not being face washers:*				
60.05.410	*Made from fabrics resembling terry towelling or similar terry fabric*	No change (Under former item 60.05.931)		55%; or, if higher, $0·10 per sq. ft., less 55%	17½%; or, if higher, $0·10 per sq. ft., less 92½%
60.05.490	*Other*	No change (Under former item 60.05.939)		55%	17½%
60.05.5	*Blankets and rugs:*				
60.05.510	*Wholly of cotton or wholly of viscose fibre, having a weight of 10 ounces or more per square yard*	22½% (Under former item 60.05.911)	5%	7½%	Free
		40% (Under former item 60.05.919)	17½%		
60.05.590	*Other*	40% (Under former item 60.05.919)	17½%	35%	20%
60.05.900	*Other*	The rate of duty set out in these columns that would apply to the goods if they were made wholly of the material that gives the goods their essential character and were not made up (Under former item 60.05.300)		30%	20%
		42½% Primage 10% (Under former item 60.05.991)	25% Primage 5%		
		35% (Under former item 60.05.999)	17½%		
60.06	Knitted or crocheted fabric and articles thereof, elastic or rubberized (including elastic knee-caps and elastic stockings):				
60.06.1	Elastic fabric:				
60.06.110	[Having a width or diameter not exceeding 2 inches	35%	17½%	45% (Under new item 60.06.110)	30%
60.06.120	Having a width or diameter exceeding 2 inches but not exceeding 6 inches	32½%	15%	45% (Under new item 60.06.110)	30%
60.06.190	Other]	7½%	Free	20% (Under new item 60.06.190)	10%
60.06.110	*Having a width or flattened width, in the case of tubular fabrics, not exceeding 6 inches*	35% (Under former item 60.06.110)	17½%	45%	30%
		32½% (Under former item 60.06.120)	15%		
60.06.190	*Other*	7½% (Under former item 60.06.190)	Free	20%	10%
60.06.900	Other	52½%	22½%	30%	20%
61.05	[Handkerchiefs:				
61.05.1	Wholly of cotton or wholly of linen or wholly of cotton and linen:				
61.05.110	Wholly or in part of machine-made lace or embroidered on multiple needle embroidery machines and finished off with machine-made scalloped edge, machine-made hems or other machine-made fancy finishing edges, containing no hand-made lace and not embroidered or tamboured in any part by hand	37½%; or, if higher, $0·20 per doz.	20%; or, if higher, $0·20 per doz., less 10%	35% (Under new item 61.05.000)	20%
61.05.190	Other	50% or, if higher, $0·20 per doz.	20%; or, if higher, $0·20 per doz., less 10%		
61.05.900	Other]	52½%	25%		
61.05.000	*Handkerchiefs*	Various (Under former items 61.05.110; 190; 900)		35%	20%
61.11	Made up accessories for articles of apparel:				
61.11.100	[Badges, emblems and the like	22½% Primage 10%	Free Primage 10%	40% (Under new item 61.11.900)	25%
61.11.200	Adjustable shoulder straps of a kind used for female underclothing	$0·20 per doz. pairs	$0·20 per doz. pairs, less 10%	65% (Under new item 61.11.100)	45%
61.11.900	Other]	52½%	22½%	40% (Under new item 61.11.900)	25%
61.11.100	*Adjustable shoulder straps of a kind used for female underclothing*	$0·20 per doz. pairs (Under former item 61.11.200)	$0·20 per doz. pairs, less 10%	65%	45%
61.11.900	*Other*	22½% Primage 10% (Under former item 61.11.100)	Free Primage 10%	40%	25%
		52½% (Under former item 61.11.900)	22½%		

(*Continued on next page*)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
62.01	Travelling rugs and blankets:				
62.01.100	[Wholly of cotton	22½%	5%	7½% (Under new item 62.01.100)	Free
62.01.900	Other]	40%	17½%	7½% (Under new item 62.01.100)	Free
				35% (Under new item 62.01.900)	20%
62.01.100	*Wholly of cotton or wholly of viscose fibre, having a weight of 10 ounces or more per square yard*	22½% (Under former item 62.01.100)	5%	7½%	Free
		40% (Under former item 62.01.900)	17½%		
62.01.900	*Other*	40% (Under former item 62.01.900)	17½%	35%	20%
62.02	Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles:				
62.02.100	[Serviettes wholly of cotton or linen]	40% Primage 5%	17½%	35% (Under new item 62.02.900)	20%
62.02.100	*No sub-item.*				
62.02.600	Marcella, honeycomb, alhambra, grecian and dimity quilts; printed bedspreads wholly of cotton, not less than 80 inches in length and not less than 60 inches in width	12½%	5%	7½%	Free
62.02.7	[Curtains and blinds:				
62.02.710	Curtains in the piece	The rate in these columns that applies to the 'essential' material in the goods and not made up (i.e., in the piece)		55% (Under new item 62.02.700)	45%
62.02.79	Other:				
62.02.791	Wholly or partly of wool	45% Primage 10%	22½% Primage 5%		
62.02.799	Other	32½% Primage 10%	12½% Primage 5%		
62.02.9	Other:				
62.02.910	Wholly or partly of wool	42½% Primage 10%	25% Primage 5%	35% (Under new item 62.02.900)	20%
62.02.990	Other]	35%	17½%		
62.02.700	*Curtains and blinds*	The rate in these columns that applies to the 'essential' material in the goods and not made up (i.e., in the piece) (Under former item 62.02.710)		55%	45%
		45% Primage 10% (Under former item 62.02.791)	22½% Primage 5%		
		32½% Primage 10% (Under former item 62.02.799)	12½% Primage 5%		
62.02.900	*Other*	40% Primage 5% (Under former item 62.02.100)	17½%	35%	20%
		42½% Primage 10% (Under former item 62.02.910)	25% Primage 5%		
		35% (Under former item 62.02.990)	17½%		
62.03	Sacks and bags, of a kind used for the packing of goods:				
62.03.100	[For bran, chaff, potatoes, onions, coal and wool; sugar, corn and flour sacks; compressed fodder sacks; ore bags	Free	Free	No change (Under new item 62.03.100)	
				10% (Under new item 62.03.200)	10%
				30% (Under new item 62.03.900)	20%
62.03.900	Other]	30% Primage 10% other than flour bags and sugar bags	12½% Primage 5% other than flour bags and sugar bags	Free (Under new item 62.03.100)	Free
				10% (Under new item 62.03.200)	10%
				30% (Under new item 62.03.900)	20%
62.03.100	*Of jute, having a length not less than 40 inches, a width not less than 22 inches and a weight of not less than 38 ounces per 1,000 square inches of area, calculated by reference to the length and width of the sack or bag in the flattened state; woolpacks*	Free (Under former item 62.03.100)	Free	Free	Free
62.03.200	*Of jute, not being goods falling within sub-item 62.03.100*	30% Primage 10% other than flour bags and sugar bags	12½% Primage 5% other than flour bags and sugar bags	10%	10%
62.03.900	*Other*	(Under former item 62.03.900)		30%	20%
62.04	[Tarpaulins, sails, awnings, sunblinds, tents and camping goods:				
62.04.100	Tents and sails	25% Primage 10%	10% Primage 5%	40% (Under new item 62.04.000)	30%
62.04.900	Other]	42½% Primage 10%	20% Primage 5%		
62.04.000	*Tarpaulins, sails, awnings, sunblinds, tents and camping goods*	25% Primage 10% (Under former item 62.04.100)	10% Primage 5%	40%	30%
		42½% Primage 10% (Under former item 62.04.900)	20% Primage 5%		
62.05	Other made up textile articles (including dress patterns):				
62.05.100	[Sponge cloths, sweat rags and dorset cloths	52½% Primage 10%	27½% Primage 5%		
62.05.200	Cotton cloths impregnated with finely divided mineral matter together with oil or fatty matter, being cloths of a kind used for polishing metalware and glassware:	27½%	12½%		

(*Continued on page* 808)

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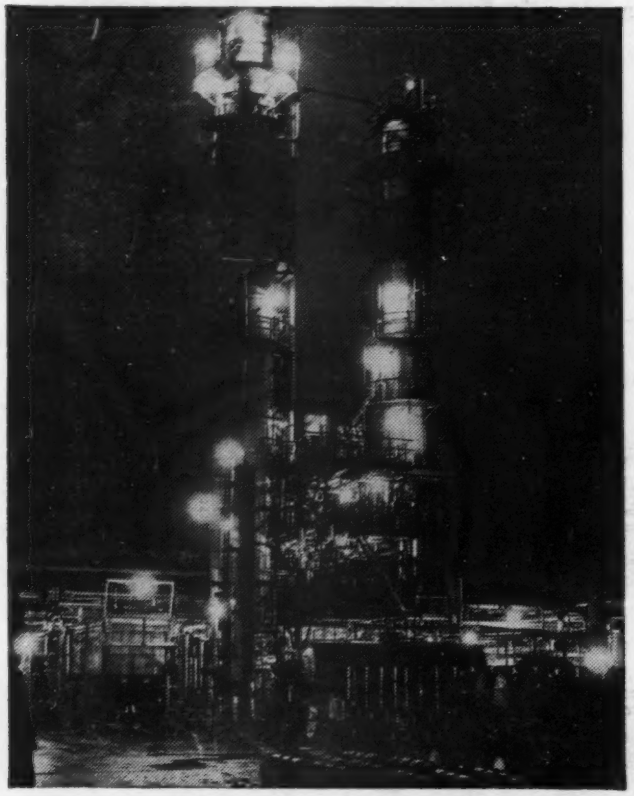
AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
62.05.300	Flags, pennants and banners, over 1 foot in length	27½% Primage 10%	12½% Primage 5%		
62.05.400	Cartridge belts	27½%	12½%	40%	25%
62.05.500	Divers' belts	7½%	Free	(Under new items 62.05.110; 190; 900)	
62.05.6	Boot, shoe or corset laces:				
62.05.610	Wholly, or containing not less than 50% by weight, of cotton	45% and $0·042 per lb. Primage 5%	17½% and $0·019 per lb.		
62.05.690	Other	45% Primage 5%	17½%		
62.05.900	Other	42½% Primage 10% other than cheese caps, waist-banding for apparel, cushion or mattress components or stationery accessories	20% Primage 5% other than cheese caps, waist-banding for apparel, cushion or mattress components or stationery accessories		
62.05.1	*Goods the manufacture of a less developed country as follows:* *(a) Boot, shoe or corset laces, wholly or containing not less than 50% by weight of cotton; and* *(b) Goods other than:* *(i) boot, shoe or corset laces;* *(ii) sponge cloths, sweat rags and duster cloths;* *(iii) cotton cloths impregnated with finely divided mineral matter together with oil for fatty matter, being cloths of a kind used for polishing metalware and glassware;* *(iv) flags, pennants and banners over 1 foot in length;* *(v) cartridge belts; and* *(vi) divers' belts:*				
62.05.110	*Boot, shoe or corset laces, wholly or containing not less than 50% by weight, of cotton*	Various (Under former items 62.05.100; 200; 300; 400; 500; 610; 690; 900)		40%	25%
62.05.190	*Other*			40%	25%
62.05.900	*Other*			40%	25%



Above is seen the twin 100 ft. distillation columns of the tall oil plant of British Oxygen Chemicals Limited's Chester-le-Street Co. Durham, chemical plant. The capacity of this plant is to be increased by 50 per cent as a result of the continued increased demand for products made by the company. Current annual capacity of the distillation unit is 12,000 tons of tall oil, which will be increased to 18,000 tons per annum. This results in a saving in imports, and among the markets the products are exported to are Australasia and the European Common Market.

MALAYSIA

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has announced that the following industries and products have been declared pioneer industries and pioneer products under the Pioneer Products (Relief from Income Tax) Ordinance, 1958:

Industries	Products
1. Metal manufacture	Razor blades.
2. Manufacture of other iron and steel basic shapes	Metallic flexible tubes and hoses.
3. Manufacture of ferrous mineral products.	Self fluxing magnetite sinter feed.
4. Manufacture of toys	Toys of metal, plastic, rubber and wood, all types.
5. Manufacture of industrial machinery and parts	A. Track chains and components. B. Top and bottom rollers and components. C. Sprockets, idlers and components. D. Grouser shoes, bolts and nuts.
6. Manufacture of electrical appliances	A. Electric steamboats. B. Electric sterilizers.

The proposals to designate these products were announced in the *Board of Trade Journals* of October 20, 1967, page 1012, and December 15, 1967, page 1575. The proposal on razor blades was not published in the *Journal*. It appeared in Malayan *Government Gazette* No. 1953 of May 28, 1959. Inquiries regarding pioneer industries legislation should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 1237/4/G.

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to almost 3,000 leading Japanese industrialists and importers.*

British Trade and Industry *is financed in part by the advertising placed in it by British exporters. It forms a useful and inexpensive medium for firms interested in the Japanese market. Further details can be obtained by writing to: The Information Department, British Embassy, 1 Ichibancho, Chiyoda-ku, Tokyo, Japan.*

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BARBADOS

Customs tariff change

THE BOARD OF TRADE have received a copy of an Order which provides for the amendment of Part I of the First Schedule to the Barbados Customs Tariff (Table of Import Duties) by the deletion of items 275.1 and 667.2 and the substitution therefor of the following:

Item No.	Class or Description of Goods	Unit		Rate of Duty	
		For Classification	For Duty	Preferential	General
275.1	Industrial diamonds	lb.	Value	10%	20%
667.2	Diamonds other than industrial, not set, not strung:				
	667.21 Diamonds, uncut, unworked (rough)	oz. Troy	Value	Free	10%
	667.22 Other diamonds other than industrial	oz. Troy	Value	10%	20%

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757, Ext. 471).

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaica Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended by the deletion of item 116 (Textile manufacturers . . .) and the substitution therefor of the following:

'116. Textile manufactures –
(a) Tea cloths
(b) Face towels
(c) Handkerchiefs of all kinds
(d) Ready-made drapes of all materials.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

PERU

Prohibition of luxury imports

HM EMBASSY in Lima reports that the Peruvian Government has passed a Supreme Decree which prohibits for three months the importation of a list of inessential and luxury items. The cut-off date will be March 6 for goods despatched by sea, and March 4 for goods despatched by air, land or post (the date will be taken from the Consular visa of the respective invoice). The list includes passenger cars (including station wagons) and spirits (including whisky and gin). Further details of the goods affected will be published in the *Board of Trade Journal* as soon as they become available.

GUYANA

Exemptions from import duty

THE CUSTOMS DUTIES (Amendment) (No. 5) and (No. 6) Orders 1967, amend Part III of the First Schedule to the Guyana Customs Ordinance (Table of Exemptions from Duty) by:

(i) the addition of the following paragraph to item 27 –
'17. Chemicals when imported for use in the printing of colour film by a printer of colour film provided the Comptroller is satisfied that such chemicals will be used solely for that purpose.
For the purpose of this item 'printing' includes processing and the expression 'printer' shall be construed accordingly', and

(ii) by the addition of the following new item –
'78. Semen of bulls and boars when imported for use in the improvement of livestock.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

A bottle washing machine leaving R. W. Webster & Co. Ltd.'s Waltham Cross factory for the docks. The machine, worth £27,000, was bought by the Ghana Bottling Corporation, which is responsible for bottling Coca-Coca. Brazendale and Company Limited, Liverpool, provided the export finance and arranged the shipment.

VENEZUELA

Amendments to Customs tariff

HM EMBASSY at Caracas reports that, with the development of the clothing industry in Venezuela, two new tariff definitions were introduced under a resolution published on February 10, 1968. Details of the tariff definitions are as follows:

Tariff No.	Description	Duty in Bolivars
841-07-01	Ready-made clothing and personal wear, of rubber or fabrics, impermeable:	
841-07-01-6	Jackets and pea-jackets	40·00
841-07-02	Ready-made clothing and personal wear, of plastic material:	
841-07-02-3	Jackets and pea-jackets	40·00

Note: It is understood that jackets and pea-jackets are items of exterior clothing that cover the body from the neck to the thighs.

The resolution entered into effect five days from the date of publication (i.e. February 15, 1968).

CANADA

'Made in Canada' rulings

THE FOLLOWING rulings have been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada':
Process instrumentation and control equipment. Industrial gauges.

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

and instruments, viz. transmitters, transducers, signal converters, receivers, controllers.

Notes:

(1) These gauges and instruments have the following characteristics:
  (a) type of display – visual indicating and/or recording and non-visual indicating;
  (b) *Actuation*
    (i) General – electric, electrical, pneumatic, hydraulic.
    (ii) Specific – thermocouples, wheatstone bridge, potentiometer, galvanometer, bellows, bourdon, spiral springs, diaphrams, floats;
  (c) Purpose – to measure, transmit, receive or control industrial process viables; e.g. temperature, pressure, vacuum, flow, liquid level, etc.

(2) The following gauges and instruments will continue to be held as of a class or kind not made in Canada:
  Gas analyzers.
  Optical tyrometers.
  pH. emplifiers.

(3) This supersedes the ruling set forth in Memorandum D.51-22 (reprinted from D.51-37, May 26, 1958), and will become effective April 1, 1968. The 30 days' notice will not apply to instruments and gauges previously ruled as of a class or kind made in Canada.

The above information is contained in Canadian Department of National Revenue, D Memorandum, D51-22-3, dated February 29, 1968.

UNITED STATES

Marking of unfinished welding fittings and flanges

THE UNITED STATES Bureau of Customs has issued a ruling on the country of origin marking requirements for imported unfinished welding fittings and flanges.

In the ruling, the Bureau states that such processes as cleaning to remove mill scale and rust, trimming excess material from the ends of the fittings, and levelling and machining the ends of the fittings; machining the faces and machining or threading the bore, and drilling bolt holes in the flanges; marking the articles with the name or trademark of the processor and painting them do not result in the manufacture of a new or different article with a new name, character or use, and the processor of such welding fittings and flanges is not the ultimate purchaser of the articles within the meaning of Section 304 of the Tariff Act of 1930.

Accordingly, the Bureau has ruled that all imported unfinished welding fittings and flanges must be legibly and conspicuously marked to indicate the country of origin by die-stamping or other permanent marking in a location on the articles where the marking will not be obliterated when they are finished in the United States by the type of processing described above. Flanges must be marked elsewhere than on the face or edges, and pipe-fittings must be marked elsewhere than on the extreme ends. Fittings which are to be cut apart in processing, such as fittings in the shape of 180° returns, must be marked in such a way as to ensure that the marking will appear on each resulting part after the processing is completed.

This ruling will be applied to all flanges and fittings entered or withdrawn from warehouse on or after May 21, 1968.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 456 or 457).

Release copies for America and other overseas markets are examined by Mr. Ilia Kiselev (managing director) and Mr. J. Alexander (technical director), of Lenfilm Studios, Leningrad, during their visit to the Denham film processing laboratories of the Rank Organisation on February 20. The Russian film heads toured the developing, electronic printing, grading and cutting departments in a study of the latest colour techniques used at Denham. Shown (left to right) are Mr. Kiselev, Mr. J. F. Berner, the general manager at Denham, Mr. Alexander and Mr. J. W. Ratcliffe, the laboratories' marketing manager.

Guides for the decorative wall panelling industry

THE UNITED STATES Federal Trade Commission is proposing to issue guides for the decorative wall panelling industry to assist manufacturers and other sellers of decorative wall panels to avoid violation of the Federal Trade Commission Act. The purpose of the proposed guides is to encourage voluntary compliance with the Act, which makes illegal unfair methods of competition in commerce and unfair or deceptive acts or practises in commerce.

All interested persons are invited to present written views, suggestions or objections to the proposed guides. Comments may be submitted by letter, memorandum, brief or other written communication to the Chief, Division of Industry Guides, Bureau of Industry Guidance, Federal Trade Commission, Pennsylvania Avenue, and Sixth Street, New Washington DC20580, not later than April 22, 1968.

Copies of the proposed guides can be obtained from the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

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REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 12s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7 11 Linenhall Street, Belfast, 1, or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

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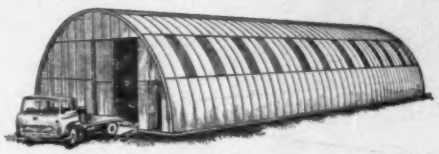

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Activity at UK aerodromes (M)	23 Feb. 1968
Aircraft noise at Heathrow Airport (Q)	2 Feb. 1968
Mileage and traffic (M)	23 Feb. 1968
Trade by air (6-M)	6 Oct. 1967
Balance of payments (Q)	13 Sept. 1967
Bankruptcy orders (Q)	2 Feb. 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	1 Mar. 1968
Distributive and service trades (A)	23 Feb. 1968
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Catering trades turnover (M)	16 Feb. 1968
Chemical industries production (6-M)	17 Nov. 1967
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Instalment and credit business (M)	9 Feb. 1968
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Engineering and electrical goods:	
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ECGD business (Q)	3 Nov. 1967
Film industry:	
British Film Fund agency returns (M)	1 Mar. 1968
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Foriegn trade of the UK:	
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Board of Trade Departments, etc. Subject	Last published
Board of Trade addresses	23 Feb. 1968
Board of Trade Regional organization	1 Mar. 1968
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	8 Dec. 1967
Customs notices of interest to exporters	23 Feb. 1968
Directory of Board of Trade Departments and their work	26 May 1967
ECGD head offices	9 Feb. 1968
Official Receivers' Offices	16 Dec. 1967
United States consular offices in the UK	17 June 1966

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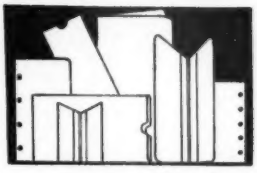

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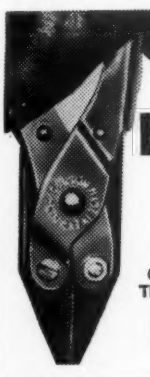

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